

Strategic Property Management Service for Charities and Endowments



A fully integrated strategic investment management service for Charities and Endowments with direct property portfolios.

Key Challenges in managing direct Real Estate

-  Increasing structural changes - Hybrid working, polarisation between grade A and secondary assets and concerns with increasing capital expenditure and cashflow requirements
-  Challenges of Net Zero ambitions – EPC/MEES regulations in 2027 & 2030 and the risk of stranded assets and increasing vacancy rates
-  Increasing burden of day-to-day management and the need for a smarter property management solution

Risks to holding direct Real Estate

-  Lack of property & tenant sector diversification
-  Reduction in income & related costs as vacancy rates rise
-  Requirement for property expertise, management time and associated costs
-  Building obsolescence and cost of meeting environmental standards (net zero commitments)
-  Smaller buildings with low amenities and weak tenant covenants increasingly exposed

“Charities with single-sector exposure in the wrong areas according to market conditions have been exceptionally challenged.”

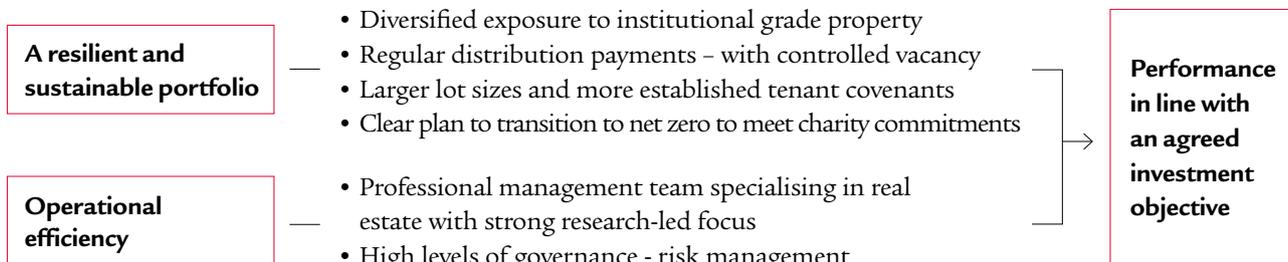
- Charity Times Roundtable, Future-proofing property July 2023

Example

London offices are subject to increased performance polarisation between prime offices and more secondary stock which will only exacerbate over the next few years. Added to the implementation of minimum MEES regulations by 2027 & 2030 and Net Zero targets, will place considerable strain on many directly managed portfolios.

Our Solution

A fully integrated strategic investment management service for Charities and Endowments, including identifying near term threats to investment performance and transitioning portfolio allocations to a property strategy providing:



Swiss Life Asset Managers UK Ltd

A specialist UK real estate investment manager supported by a substantial parent company.

- Experienced team and trusted advisor to charities with a 20-year track record for the Property Income Trust for Charities (PITCH)
- Strong ability to source and manage institutional real estate in all property market sectors across the UK
- Proven track record for advisory mandates

 **32 UK Staff¹**
Team Strength

 **£1.8bn¹**
UK AuM

 **Swiss Life Asset Managers UK**
(Formerly Mayfair Capital)

Discretionary mandates:


Property Income Trust For Charities

www.pitch-fund.co.uk

 **c. 1,200**
Investors

 **£650m¹**
Fund AuM

Advisory mandates:









Source: Swiss Life Asset Managers UK

¹Figures as at 30.06.2023

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“We are delighted to have been appointed by Barts Charity in a competitive tender to provide an investment management solution for their property portfolio and we look forward to supporting the charity’s management team in meeting its important charitable funding requirements.”

*Tim Munn, Chief Investment Officer,
Swiss Life Asset Managers UK*

“Our portfolio has performed well for hundreds of years, but we need to start strategically managing this. We can’t be emotional about these properties... we need to make this work because we’re not going to be able to deliver our actual charitable strategy if we don’t have enough income. It’s becoming a drain on resources, they found.”

*A Charity Investor, Charity Times Roundtable,
Future-proofing property, July 2023*



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Further information can be found at:

uk.swisslife-am.com