



SUMNER CAPITAL

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About Sumner Capital

Sumner Capital is a real estate focussed group formed in 2008 to do two things:

- 1. Undertake select real estate advisory services to real estate investors who own or have the desire to own Australian real estate.
- 2. Assist leading real estate investors and managers to raise institutional capital from the Asia Pacific region.

Australian Real Estate Advisory Services	Institutional Capital Raising
Undertake real estate market research	Identify the appropriate prospective investors through access to proprietary relationships and research databases
Identify attractive risk adjusted investment opportunities	Develop strategies to address and influence the requirements, biases and sensitivities of key decision makers
Undertake in depth acquisition and asset management analysis	Ensure seamless and pre-educated access to pension fund, SWF, HNW and other institutional investors
Acquire opportunities including undertaking due diligence, sourcing debt financing and co-investment partners	Liaise between investors and managers in relation to investor requirements including co-investment opportunities
Asset management and on-going sell/hold analysis	Determine tactical responses to challenges presented during the capital raising process through to closing
Project management of Australian holding structure establishment, including tax, legal and accounting advice from third parties	Provide on-going active account management and manage communications with fund investor

Why Use Sumner Capital?

- Discreet, effective and completely aligned with the client’s objectives.
- Track record in raising Australian and Asian institutional capital .
- Track record in sourcing, acquiring, managing and divesting real estate.
- Sumner Capital does not undertake mandates which conflict with an existing client’s mandate.
- Strong relationships with pension funds, asset consultants, SWFs, family offices and fund of funds located throughout Asia Pacific.
- Strong relationships with Australian real estate agents, institutional owners, legal advisers, tax advisers and other market participants.
- Cost effective.
- Personalised and tailored services to meet the specific needs of each client.