

Who We Are

Barings is a **\$325+ BILLION** global financial services firm dedicated to meeting the evolving investment and capital needs of our clients and customers. Through **ACTIVE ASSET MANAGEMENT** and **DIRECT ORIGINATION**, we provide innovative solutions and access to differentiated opportunities across public and private capital markets.

A subsidiary of **MASSMUTUAL**, we have the financial stability and flexibility to take a long-term approach.



2,000+ business and investment professionals globally

Barings' **GLOBAL FOOTPRINT** gives us a broader perspective, access to a diverse set of opportunities and the ability to truly partner with our clients to invest across global markets.

All figures are as of June 30, 2019 unless otherwise indicated.

Assets shown are denominated in USD.

For investment professionals only

Our Investment Capabilities

Barings leverages its **DEPTH AND BREADTH OF EXPERTISE** across the global fixed income, alternative investment and equity markets to help our clients achieve their investment goals.

FIXED INCOME

\$242.6 B

Platform spans public and private debt markets and boasts some of the **industry's largest investment teams**, with strategies ranging from investment grade to high yield across developed and emerging markets.

- Global High Yield Bonds & Loans
- Structured Credit
- Global Private Credit
- Emerging Markets
- Global Investment Grade

ALTERNATIVE INVESTMENTS

\$55.2 B

Decades of experience investing in alternative assets and offering our clients **differentiated opportunities** across private equity, real assets, asset-based investments and the four quadrants of real estate.

- Private Equity/Real Assets
- Funds & Co-Investments
- Real Estate

EQUITIES

\$22.2 B

Focused on building high-conviction, **research-driven** equity solutions for our clients, with a long history of being early investors in new and established markets.

- Global Equities
- Emerging and Frontier Equities
- Small-Cap Equities
- Active Quant Equities

MULTI ASSET

\$5.6 B

Our **expansive asset market coverage**, including our global fixed income presence and high active equity expertise in international and emerging markets, contributes to our strength in multi-asset investing. This encompasses solutions such as income, target return and absolute return.

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Barings Alternative Investments

Barings Alternative Investments platform offers clients unique access to private capital markets

\$50B+/^{9B+}
FUM/AUA

385
Investment Professionals

88
Acquisitions & Originations Professionals

28/11
Local Offices in Countries

200+
Institutional Investors

REAL ESTATE DEBT \$28.5B AUM/\$9.4B AUA¹ <i>143 investment professionals</i> <i>419 active investments</i> <i>~ 1,600 deals reviewed per year</i>	REAL ESTATE EQUITY \$15.7B AUM¹ <i>151 investment professionals</i> <i>208 active investments</i> <i>~ 3,600 deals reviewed per year</i>	PRIVATE EQUITY/REAL ASSETS \$4.8B FUM¹ <i>28 investment professionals</i> <i>35 active investments</i> <i>~ 250 deals reviewed per year</i>	FUNDS & CO-INVESTMENTS \$5.3B FUM¹ <i>25 investment professionals</i> <i>311 active investments</i> <i>~ 890 deals reviewed per year</i>
<p>Direct origination of Core, Bridge and Agency real estate loans</p> <p>Target value creation through broad deal origination, asset selection and custom structuring based on property business plan complexity</p>	<p>Global investor across all sectors of Core, Core+, Value-Add and Opportunistic real estate</p> <p>Target value creation through enhanced deal flow and execution of active asset management</p>	<p>Direct, control investments across infrastructure, intangible assets and natural resources</p> <p>Actively manage assets aiming to generate current income and capital appreciation</p>	<p>Access to Fund and Co-Investments across 8 strategies and 7 regions</p> <p>Alpha generation derived from robust underwriting of our 2400+ GP pipeline</p>

SHARED SERVICES

RESEARCH & ANALYTICS, RISK MANAGEMENT, INVESTOR RELATIONS, BUSINESS MANAGEMENT

38 investment professionals

As of June 30, 2019.

1. Real Estate Debt and Real Estate Equity Assets Under Management (AUM) and Assets Under Advisory (AUA) as of June 30, 2019. Private Equity / Real Assets and Funds & Co-Investments represents Funds Under Management (FUM). Private Equity / Real Assets FUM and active investments as of March 31, 2019. Funds & Co-Investments active investments as of March 31, 2019.

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Barings Real Estate Equity Platform Overview

Barings Real Estate (BRE) secures access to investments across the risk spectrum and around the globe, applying an active management approach in an effort to maximize each asset's potential

BARINGS REAL ESTATE HIGHLIGHTS DEBT EQUITY

\$44.2B
Assets Under Management

\$9.4B
Assets Under Advisory

308
Dedicated Investment Professionals

27/11
Offices in Countries

627
Active Investments

GLOBAL EQUITY HIGHLIGHTS

\$15.7B
Assets Under Management

24+
Year Track Record

151
Dedicated Investment Professionals

43
Acquisitions Professionals

208
Active Investments

DEPTH OF TEAM

Spans entire investment process: acquisitions; investment, asset, and portfolio management; research and analytics; and other shared services

UNMATCHED SOURCING CAPABILITIES

Locally embedded teams enhance market connectivity and provide access to off-market deal flow

FOCUS ON ASSET MANAGEMENT

Local presence allows teams to **apply active management approach** to maximize each asset's potential for all core, core+, value-add and opportunistic investments

GLOBAL PLATFORM

BRE invests around the globe

Expansive **platform promotes constant market participation** – uncovering the interconnectivity between markets, economies and cycles

CYCLE-TESTED APPROACH

Long track record investing across the risk spectrum and multiple cycles

Experience provides valuable insights of how real estate responds to changing conditions

DIVERSIFIED SOLUTIONS

We **strive to be strategic partners** and tailor solutions to client's needs—from executing specific investment mandates to providing access through funds, separate accounts, joint ventures, club deals and co-investments

As of June 30, 2019.

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