

ASK PARTNERS

INVESTOR SURVEY 2022

24%

average planned increase in allocation to real estate assets

45%

will not change investment in real estate due to current climate

86%

have increased or kept allocation to real estate the same in the last 12 months

Investors are increasing their allocation to real estate: this alternative asset class is growing in importance in a high inflationary environment.

This report summarises what ASK learnt about the investment strategies and sentiments of 82 of its private client investor base.



"The investors we surveyed are clearly showing a strong appetite for real estate despite the current economic climate. In times of volatility and particularly high inflation, investors have traditionally turned to real estate as an asset class and we are pleased to be able to continue to offer attractive debt opportunities on our platform.

We are also seeing an increase in the importance of sustainability in investors' decision making and as a result environmental concerns will become a more significant part of our evaluation process."

Daniel Austin, CEO and Co-founder, ASK

JULY 2022

ask

2022 Investor Survey

SUMMARY OF FINDINGS

According to 82 high net worth real estate investors, property as an asset class is well positioned to weather economic uncertainty and on average these investors are looking to increase their allocation to real estate by 25% in the next 12 months. Survey respondents already hold an average of 42.9% of their entire wealth in property (excluding their primary residence).

On a sliding scale from -5 to +5, respondents' current view on the UK economy was an average of -1 with rising inflation being the biggest economic concern cited by the group. Perhaps a reflection of that, 38.3% requested more lower risk first charge loans and 45.7% prefer short term loans (under one year).

Investors shared an overall preference for residential property followed closely by warehousing and logistics, but a significant percentage cited no preference for a property sector, preferring to diversify and be led by the opportunity. The survey also highlighted investors' willingness to take part in a property fund managed by ASK which would offer loans across all sectors and locations. Investors' proposed average allocation to the fund was £315,000 with minimum average gross returns of 6.76% and lending at a maximum LTV of 60.7%.

In addition, respondents to the survey expressed an interest in investing in non-property asset class loans on the ASK platform. Classes cited included: equities, commodities, art and private equity.

ASK investors responding to this survey were very positive about the company's service levels and 97.4% have already or would be happy to refer ASK to friends and family. The results also show the value investors place on our platform. We will continue to push the roll out of new features and accelerate the implementation of the secondary market and tax services, at the same time as aiming to increase the volume and variety of investment opportunities without compromising our rigorous credit processes.

clients rated ASK's update service on current investments

4.5/5

cited trust in due diligence as a reason they invest with ASK

82.4%

have already or would recommend ASK

97.4%



"The results show a clear appetite for an ASK fund. This is an exciting opportunity to which we will look to respond and also a positive reflection of trust in the rigorous due diligence processes we deploy.

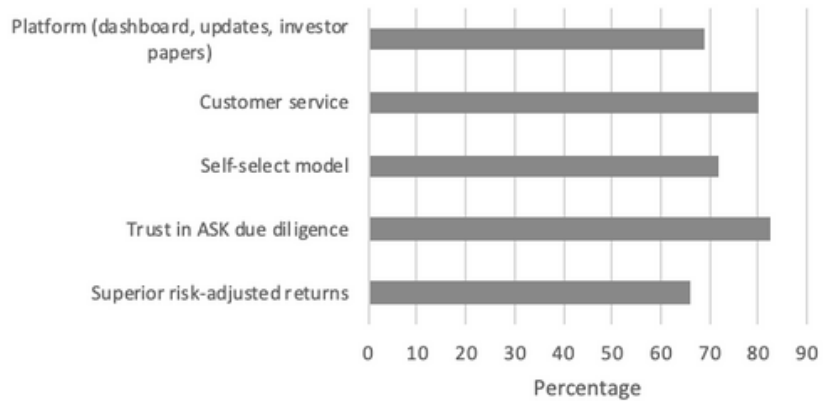
We believe that the fund model would sit well alongside the self-select model whilst continuing to provide the diversity of loans required to meet the varied risk appetites and preferences of our growing investor base."

Doug King, COO and Co-founder, ASK

KEY RESULTS

Trust in due diligence and customer service are key reasons to invest with ASK

Why do you invest with ASK?



"Rising interest rates and building cost inflation are a concern"

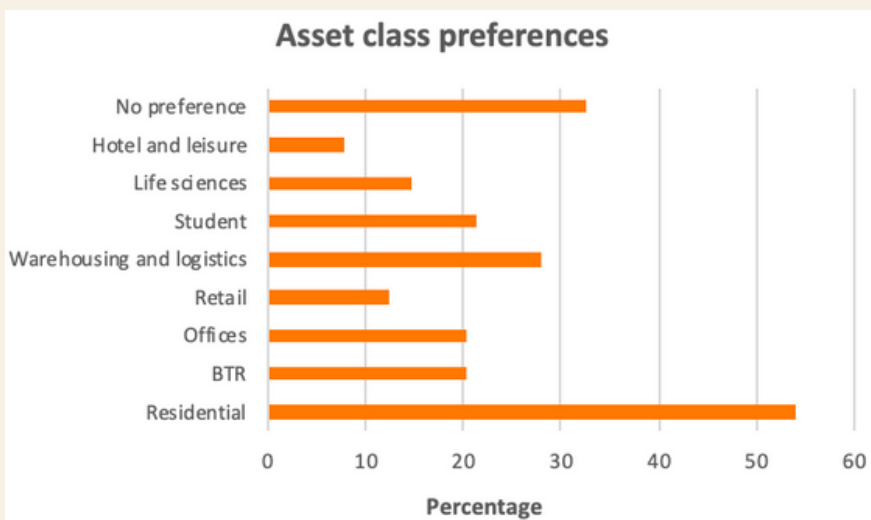
"I think the ASK platform and website is first class"

Sustainability is important for investors - 40.7% already or will factor it into investment decisions

Do you or will you be looking to consider sustainability in your property investment decision making?



Asset class preferences

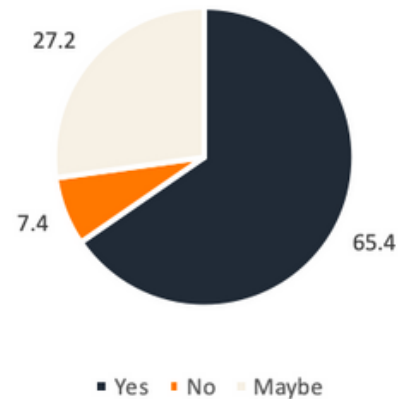


54.3% cite a preference for residential property investments

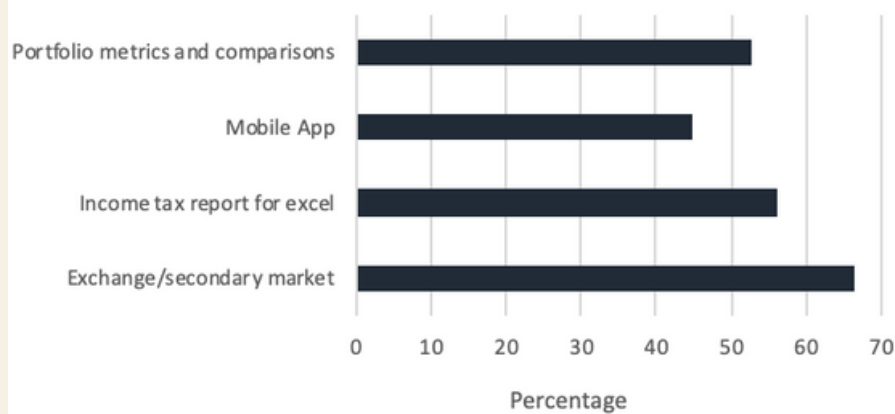
ASK fund participation

An ASK fund is an attractive proposition and proposed an average LTV of 60.7%

Would you consider participating in an ASK real estate fund?



Once fully rolled out, which of the following services do you anticipate actively using?



ASK investors embrace secondary market

"I'd like to see more investments on the exchange"

"This feedback from ASK's private client base, confirms its reputation as a growing and reliable lender able to meet the demand of high net worth investors for easy access to the real estate debt market and the superior risk-adjusted returns it offers."

Paul Stevens, Chairman, ASK Partners

"We were delighted to receive such positive feedback on ASK's digital platform and the services we have been piloting. We will continue to implement our development roadmap, including the launch of a secondary market exchange."

Mark Templeman, Chief Information Officer, ASK Partners