

Swiss Life Asset Managers UK announces partnership with Ares Management on self-storage platform

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Swiss Life Asset Managers UK partners with Ares Management Real Estate Secondaries funds to accelerate growth of self-storage platform, The Storage Team, a portfolio centred on underserved locations.

Swiss Life Asset Managers UK has successfully partnered with Ares Management Real Estate Secondaries funds (“Ares”) to inject capital into The Storage Team.

This is a direct-let self-storage portfolio operating under the brand name The Storage Team, comprising of twelve assets clustered around underserved regional locations across England.

Swiss Life Asset Managers UK will act as investment manager with operational services provided by its subsidiary, MC Self Storage.

As part of the partnership, equity will be made available to facilitate the growth of the self-storage value-add strategy to benefit from strong underlying occupier demand for this sector.

With an initial focus on the northwest and east of England, the portfolio has been created through a combination of new development and the acquisition of existing businesses. The portfolio benefits from strong sustainability credentials, utilising onsite renewable energy produced at every facility.

Self-storage is an undersupplied operational sector where structural demand is driving consistent income. The sector is fuelled by demographic factors such as age and income levels that are detached from the economic cycle as well as technology advancements helping the integration into the supply chain of SMEs.

James Lass, Head of Operational Real Estate at Swiss Life Asset Managers UK said: “We are delighted to partner with Ares on the continued expansion of our UK self-storage value-add strategy. Attracting a partner of this calibre is testament to our granular approach to portfolio construction and ability to provide a fully integrated investment management, operational and development management proposition. With continued structural tailwinds driving both occupier and investor demand the sector is well placed to continue to deliver solid returns for investors.”

Information

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Swiss Life Asset Managers

Swiss Life Asset Managers has more than 165 years of experience in managing the assets of the Swiss Life Group. This insurance background has exerted a key influence on the investment philosophy of Swiss Life Asset Managers, which is governed by such principles as value preservation, the generation of consistent and sustainable performance and a responsible approach to risks. Swiss Life Asset Managers offers this proven approach to third-party clients in Switzerland, France, Germany, Luxembourg, the UK, Italy and the Nordic countries.

As at 31 December 2023 assets under management for third-party clients amount to £ 104.4 billion. Together with insurance assets for the Swiss Life Group, total assets under management at Swiss Life Asset Managers stood at £ 238.7 billion. Swiss Life Asset Managers is a leading real estate manager in Europe¹. Of the assets totalling £ 238.7 billion, £ 79.7 billion is invested in real estate. In addition, Swiss Life Asset Managers, in cooperation with Livit, manages real estate totalling £ 19.8 billion in value. Total real estate assets under management and administration at the end of December 2023 thus came to £ 99.6 billion.

Swiss Life Asset Managers employs more than 2200 people in Europe.

Self-determined Life

Swiss Life enables people to lead a self-determined life and look to the future with confidence. Swiss Life Asset Managers pursues the same goal: We think long-term and act responsibly. We use our knowledge and experience to develop future-oriented investment solutions. This is how we support our customers in achieving their long-term investment objectives, which in turn also take account of their client's needs so they can plan their financial future in a self-determined manner.

¹ INREV Fund Manager Survey 2023 (AuM as of 31.12.2022)