



WELCOME TO APAA'S SEMINAR

WE WILL START FROM **6:00 PM**

Event Partners



Annual Sponsors





APAA Exclusive Event

Capital Inflow to Australian Property Markets

Thursday *8th May 2025*, (6:00pm - 8:30pm)

222 Russell St, Melbourne VIC 3000 (*Mantra Melbourne*)

Event Sponsor



Annual Sponsors



Panel Speakers



Benjamin Martin-Henry

Head of Private Assets
Research, Pacific
MSCI Research



Wilfred Lau

Head of Investment at
OSK Capital Australia

Workshop Facilitator



Tze Chiang Goh

Associate Director at Charter Keck Cramer
Executive Committee of APAA



Australasia Property Advisory Association

Established 2018



AUSTRALASIA
PROPERTY ADVISORY
ASSOCIATION

“We are a not-for-profit organization creating a community of multidisciplinary local and international leaders dedicated to fostering collaborations and contributing to the sustainable growth of Victoria's property industry.”



Masterclass



Exclusive Dinner



Professional Seminar



Social Events



Charity Supporting





Masterclass



Exclusive Dinner



Professional Seminar



55

Speakers



52

Events



648

Companies

1150

In Community



Social Events



Charity Supporting



Our Team

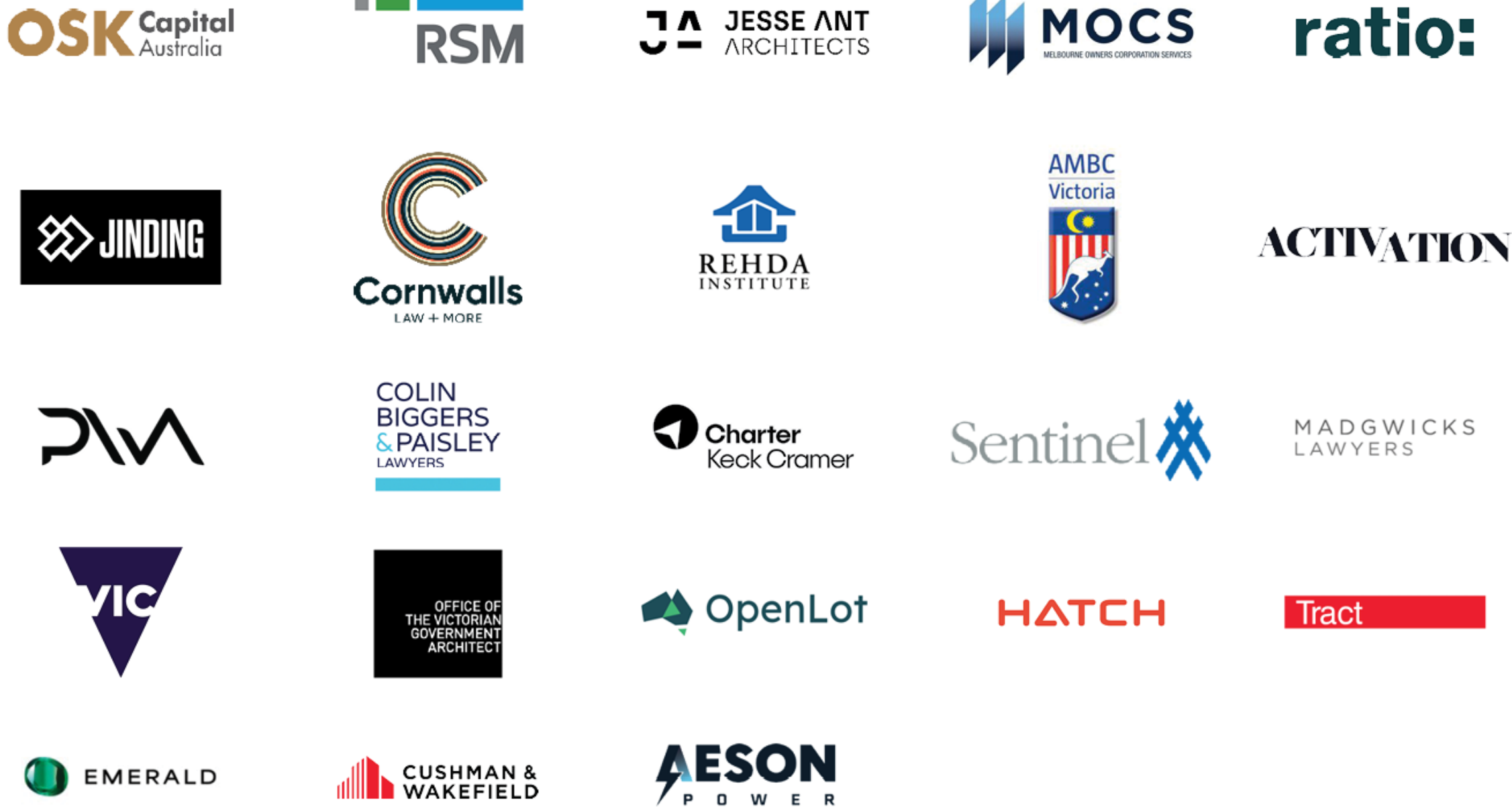
APAA ANNUAL SPONSORS



APAA SUPPORTING SPONSORS



APAA PARTNERS



Max Lam
Chairman



Shaun Cheng
President



Trevor Du
Vice-President



Kevin Li
Vice-President



Tze Chiang Goh
Executive Committee



Ray Wang
Executive Committee



Hui Li
Executive Committee



Klare Zhang
Executive Committee



Elsa Li
Executive Committee



Ryan Li
Executive Committee



Fanny Lu
Executive Committee



Ying Lee
Operations Coordinator



Enya Loo
Marketing Coordinator



APAA Exclusive Event

Capital Inflow to Australian Property Markets

Thursday *8th May 2025*, (6:00pm - 8:30pm)

222 Russell St, Melbourne VIC 3000 (*Mantra Melbourne*)

Event Sponsor



Annual Sponsors



Panel Speakers



Benjamin Martin-Henry

Head of Private Assets
Research, Pacific
MSCI Research



Wilfred Lau

Head of Investment at
OSK Capital Australia

Workshop Facilitator



Tze Chiang Goh

Associate Director at Charter Keck Cramer
Executive Committee of APAA



Our Panelist

Benjamin Martin-Henry

Head of Private Assets Research, Pacific at MSCI Research

Australia Private Assets in Focus

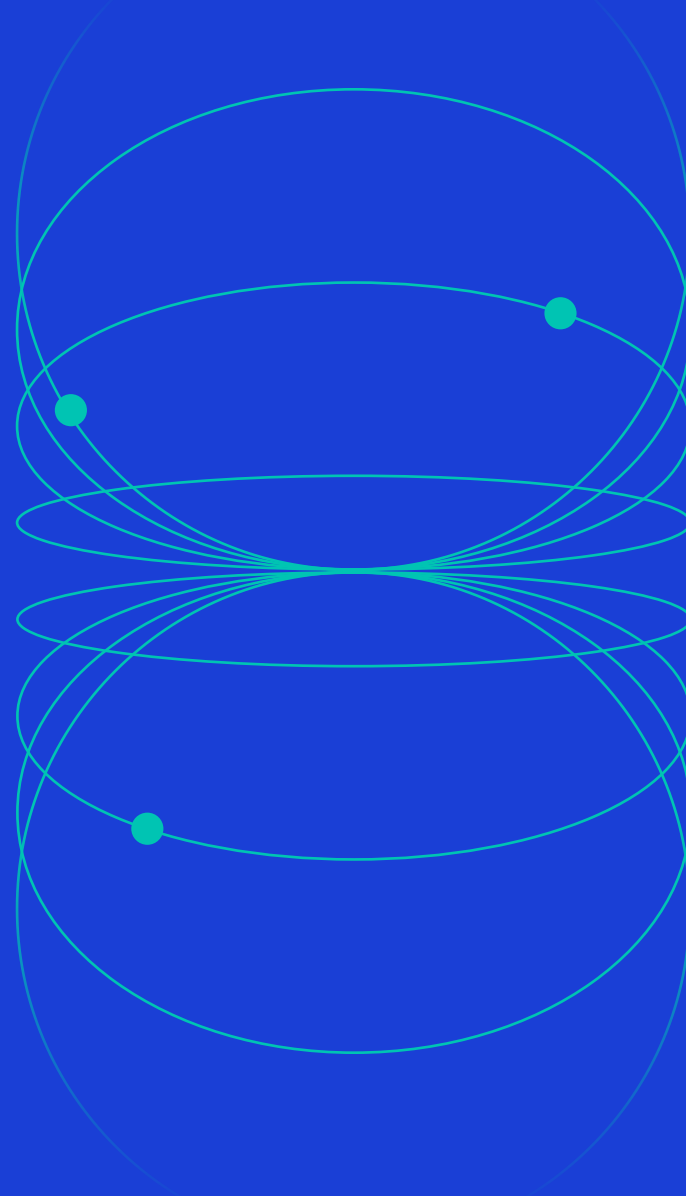
APAA Professional Workshop:
Capitol Inflow to Australian Property Markets



Australia Private Assets in Focus

Q2 2025

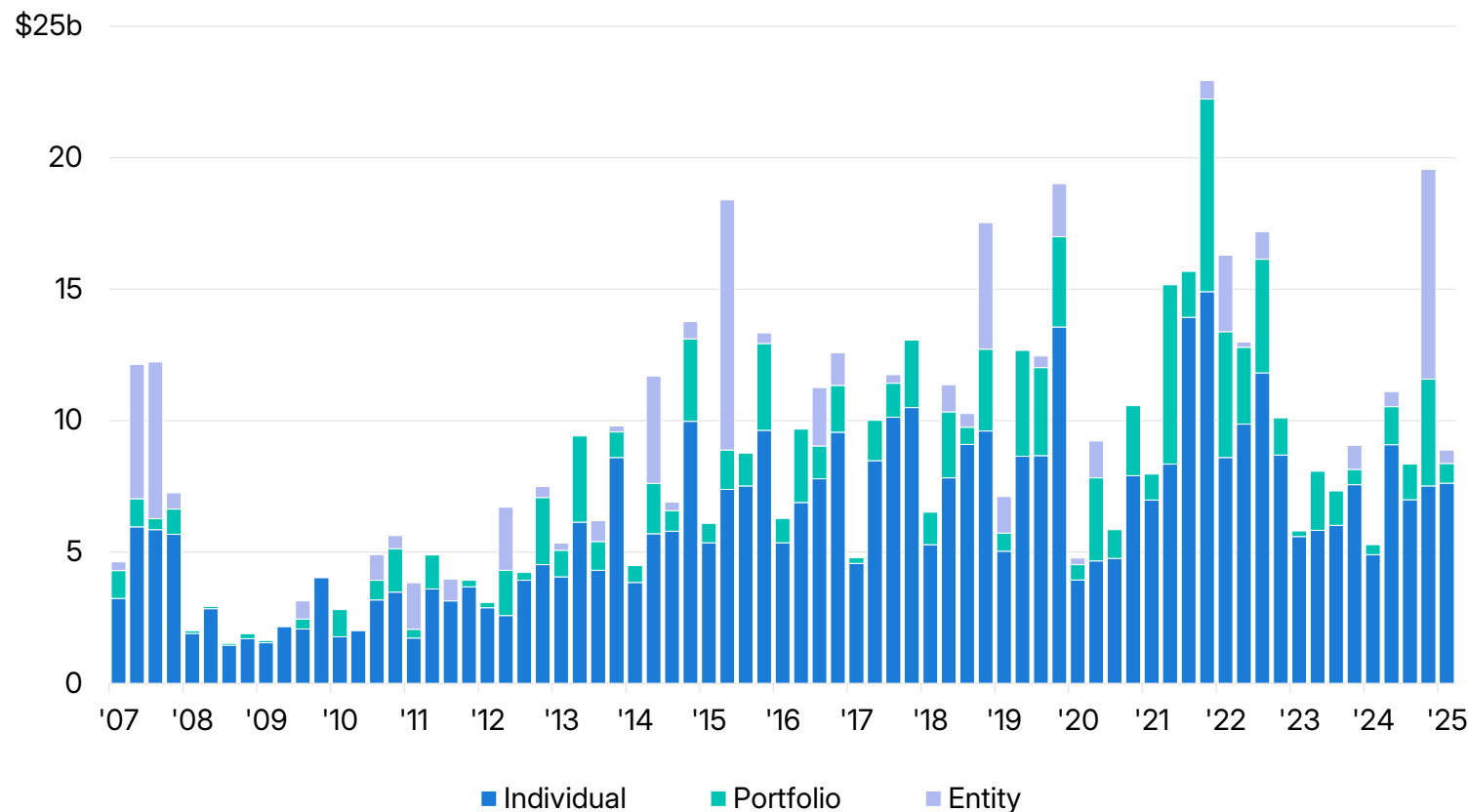
Ben Martin-Henry, MSCI



Quarterly Commercial Real Estate Transaction Volumes

Australia's commercial property market maintained the momentum it generated towards the back end of 2024

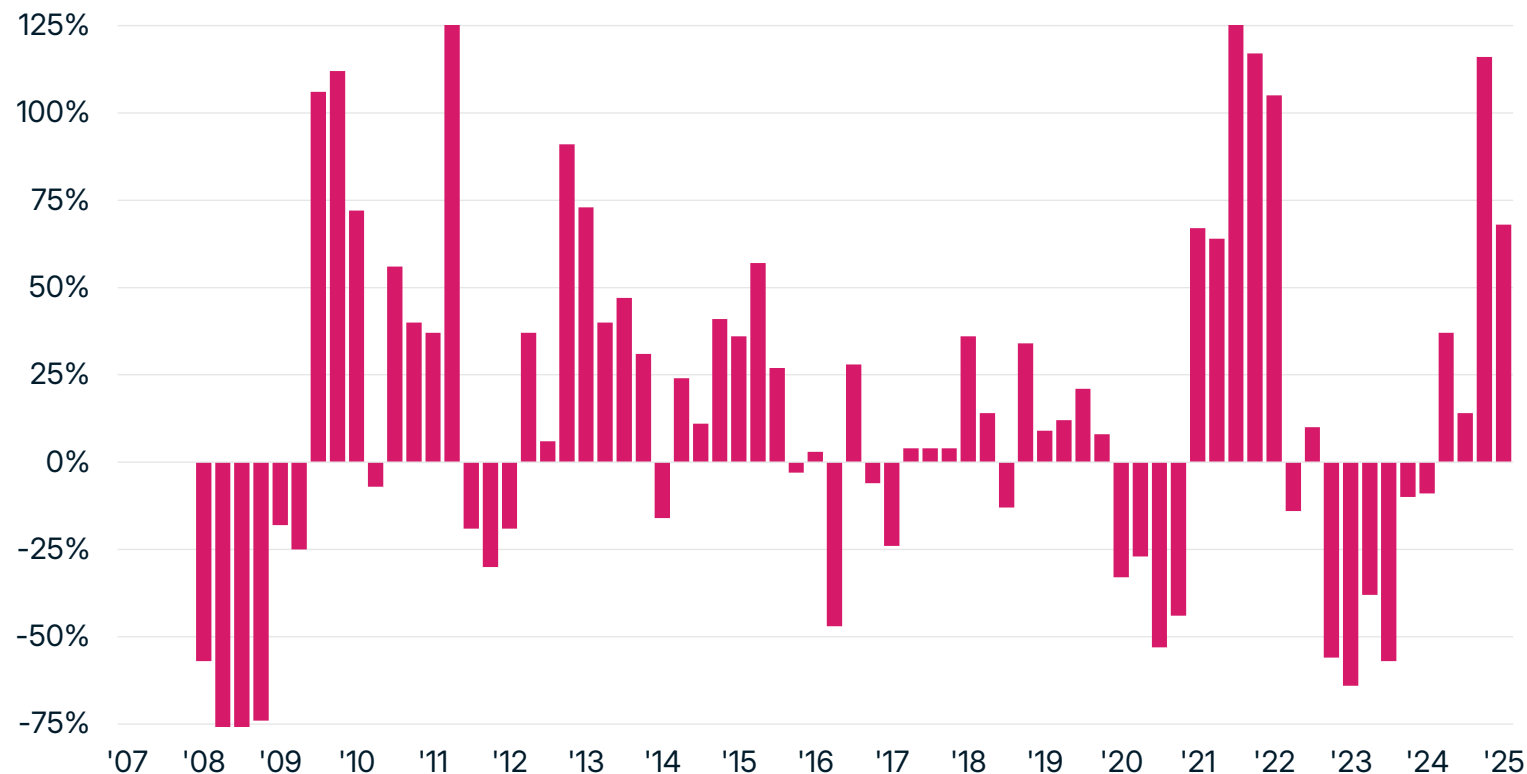
- Transaction volumes for the first quarter of 2025 came in at \$8.9b
- This represents a 68% uplift compared to Q1 2024 – marking the strongest first quarter since 2022



Q-o-Q Change in Transaction Volumes

Q1'25 represents the fourth consecutive quarter of year-on-year growth, suggesting the recovery is well underway.

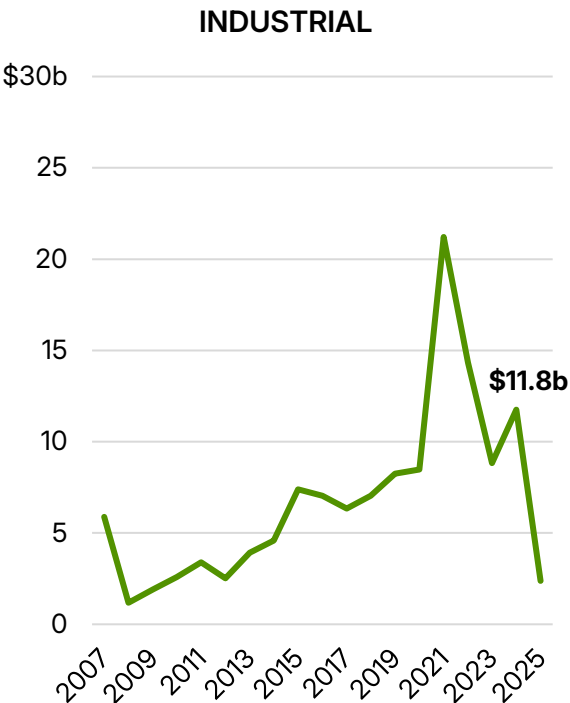
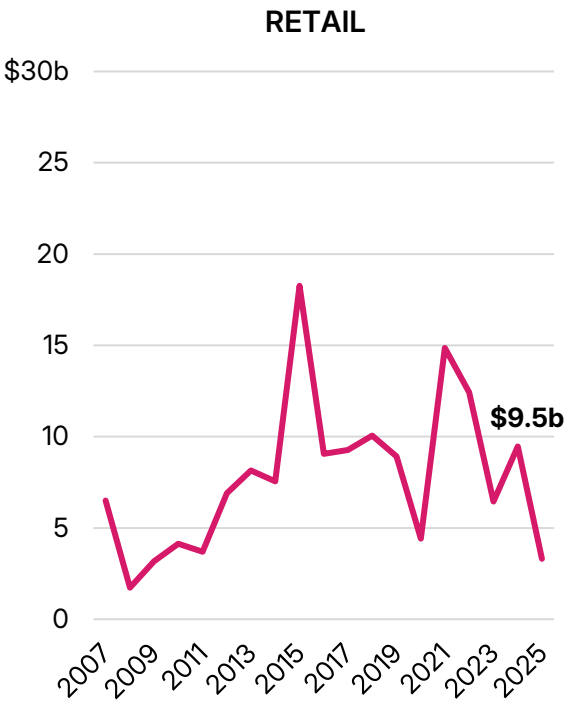
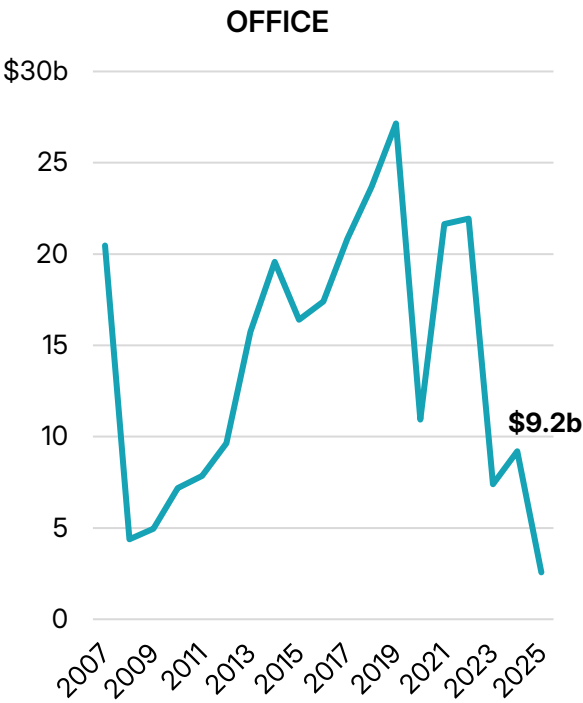
→ Volumes in the first quarter were also 11% above the five-year average and 25% above the 10-year average



Annual Transaction Volumes

ALL CORE SECTORS UP
IN 2024

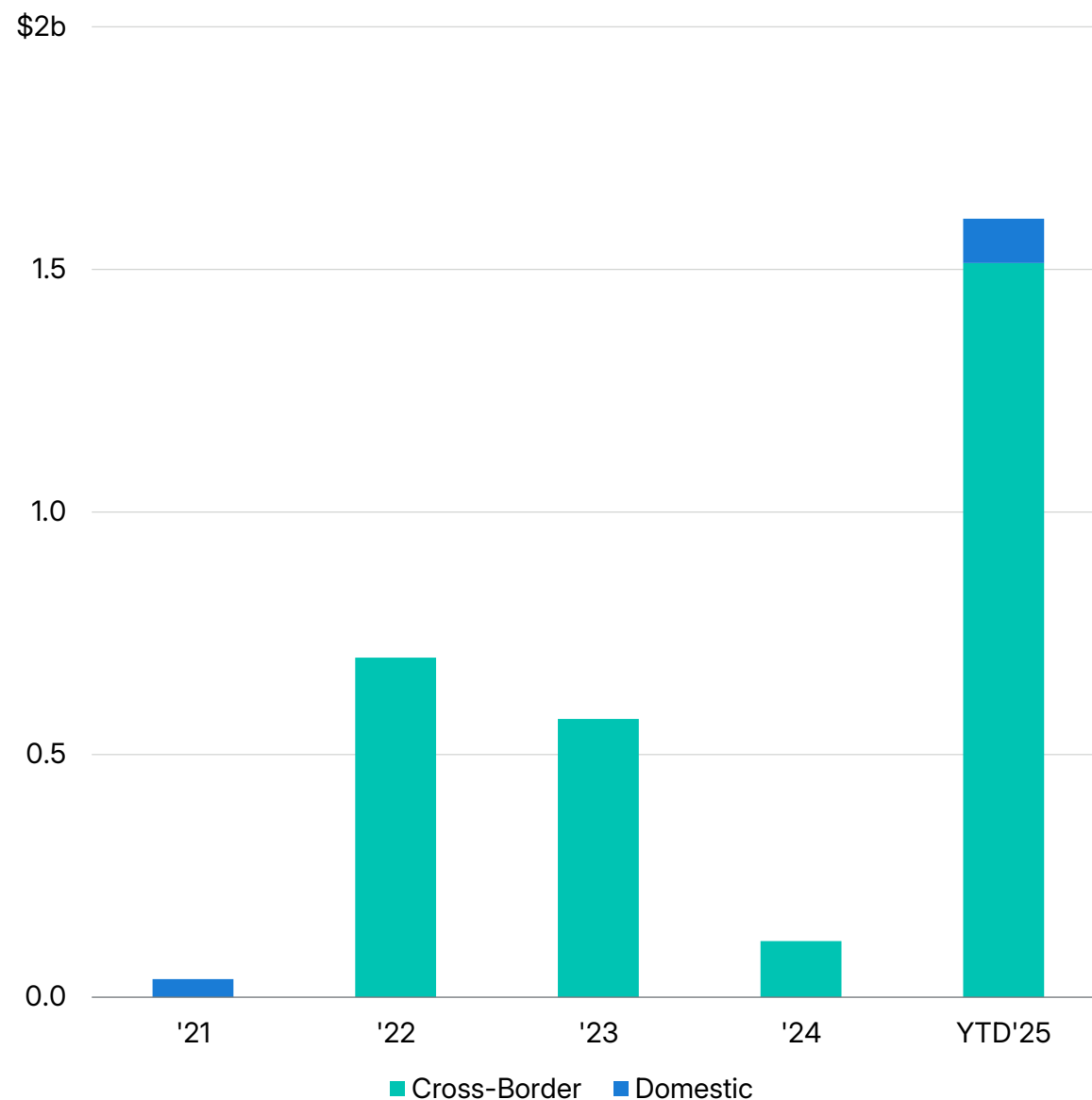
- Office volumes up 24% in 2024
- Retail volumes up 47% in 2024
- Industrial volumes up 33% in 2024



Source: MSCI Real Assets
Details: Deal floor \$10m+

Purpose-Built Student Accommodation Volume

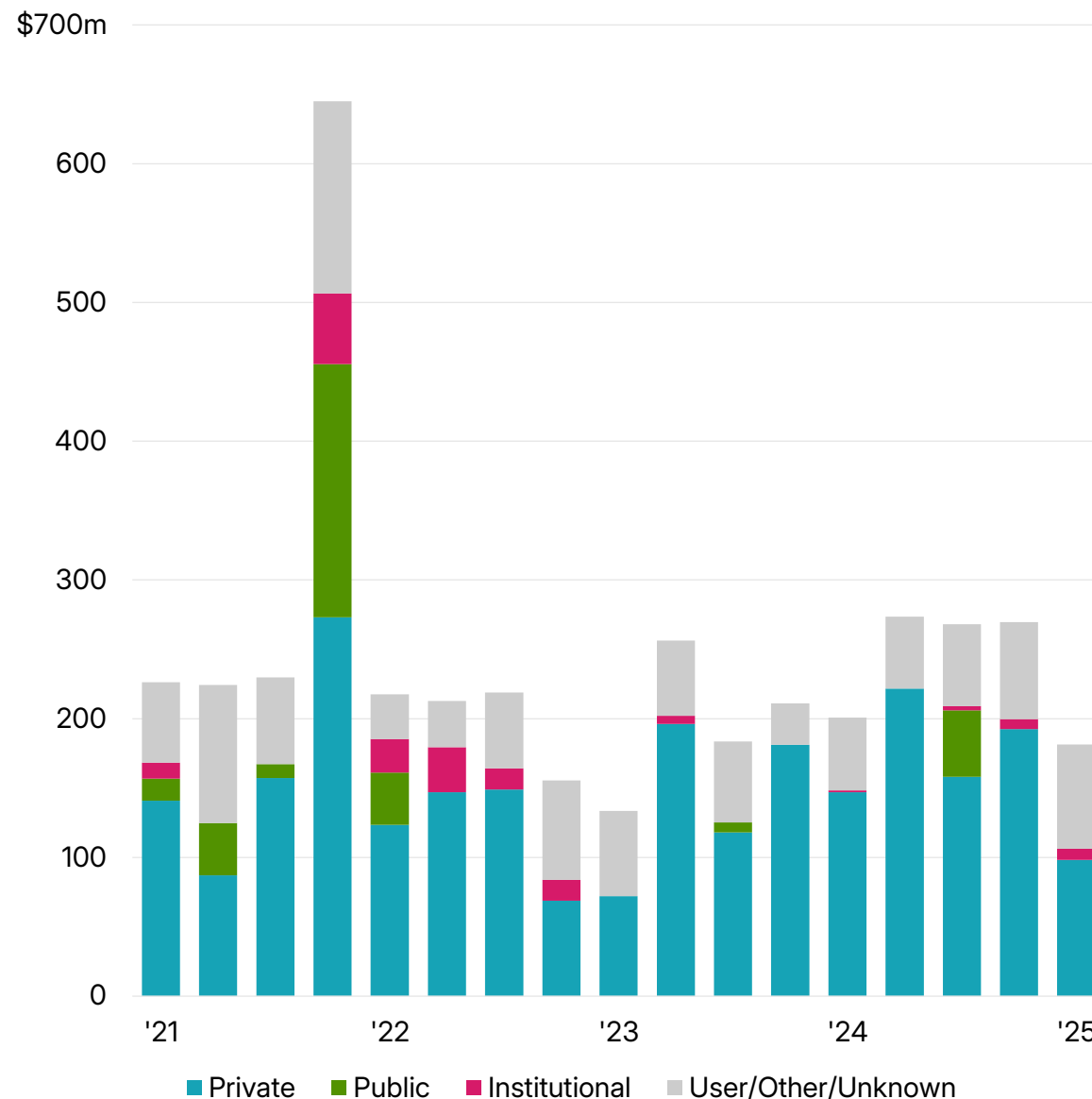
- PBSA volumes surge to \$1.7b in Q1'25.
- Cross-Border investors dominate the PBSA market.
- Driven by Greystar and Future Fund's acquisition of GIC's 49.9% share of its JV with Wee Hur.



Childcare Deal Volume by Buyer Type

- Since 2020, investors have deployed just under \$5b into the sector
- Childcare offers defensive income streams that have been resilient across cycles
- Nearly \$200m has already been deployed in Q1 2025
- Transaction yields rose by just 40 basis points in this downturn and, with three consecutive quarters of compression since, much of this movement appears to have already been reversed.

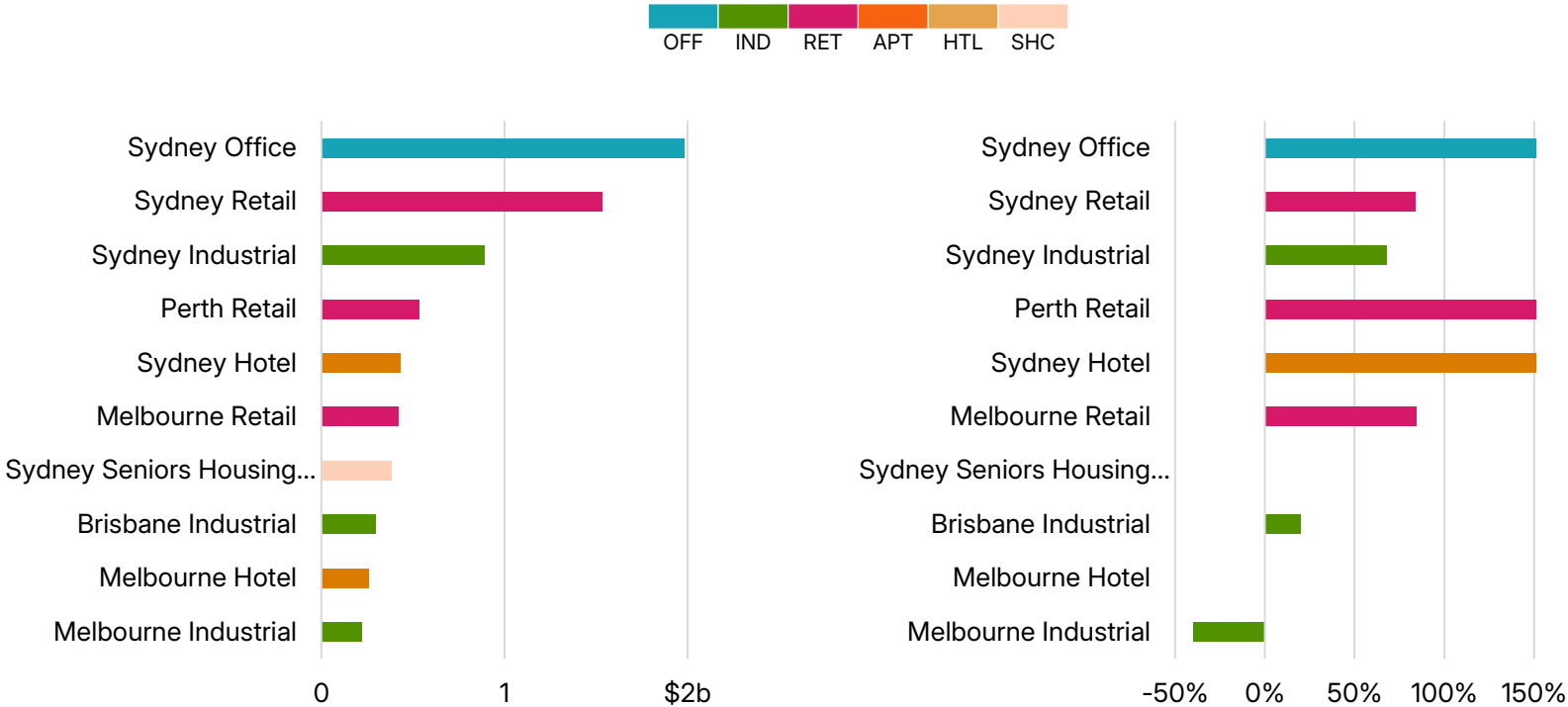
Source: MSCI Real Assets
Details: Deal floor \$10m+



Top Market Segments and Y-o-Y Change

Sydney remains the dominant destination for capital.

The office market in Sydney once again claims the top spot, driven by several high-value transactions involving overseas buyers. Of the \$2.0b invested in Sydney office assets, 70% came from offshore capital, highlighting continued foreign conviction in the sector.

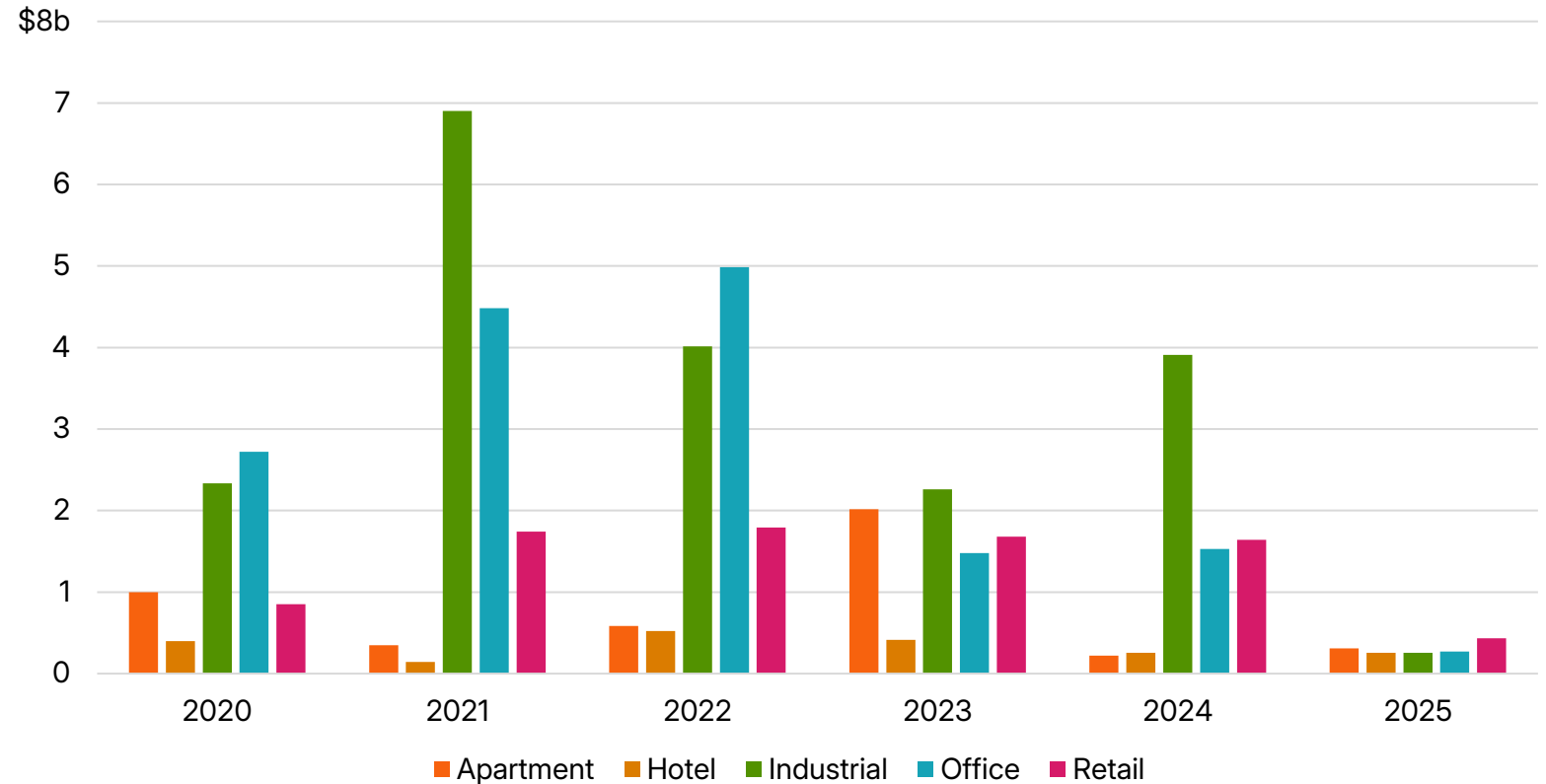


Source: MSCI Real Assets
Details: Change labels truncated to 150%

Melbourne Transaction Volumes

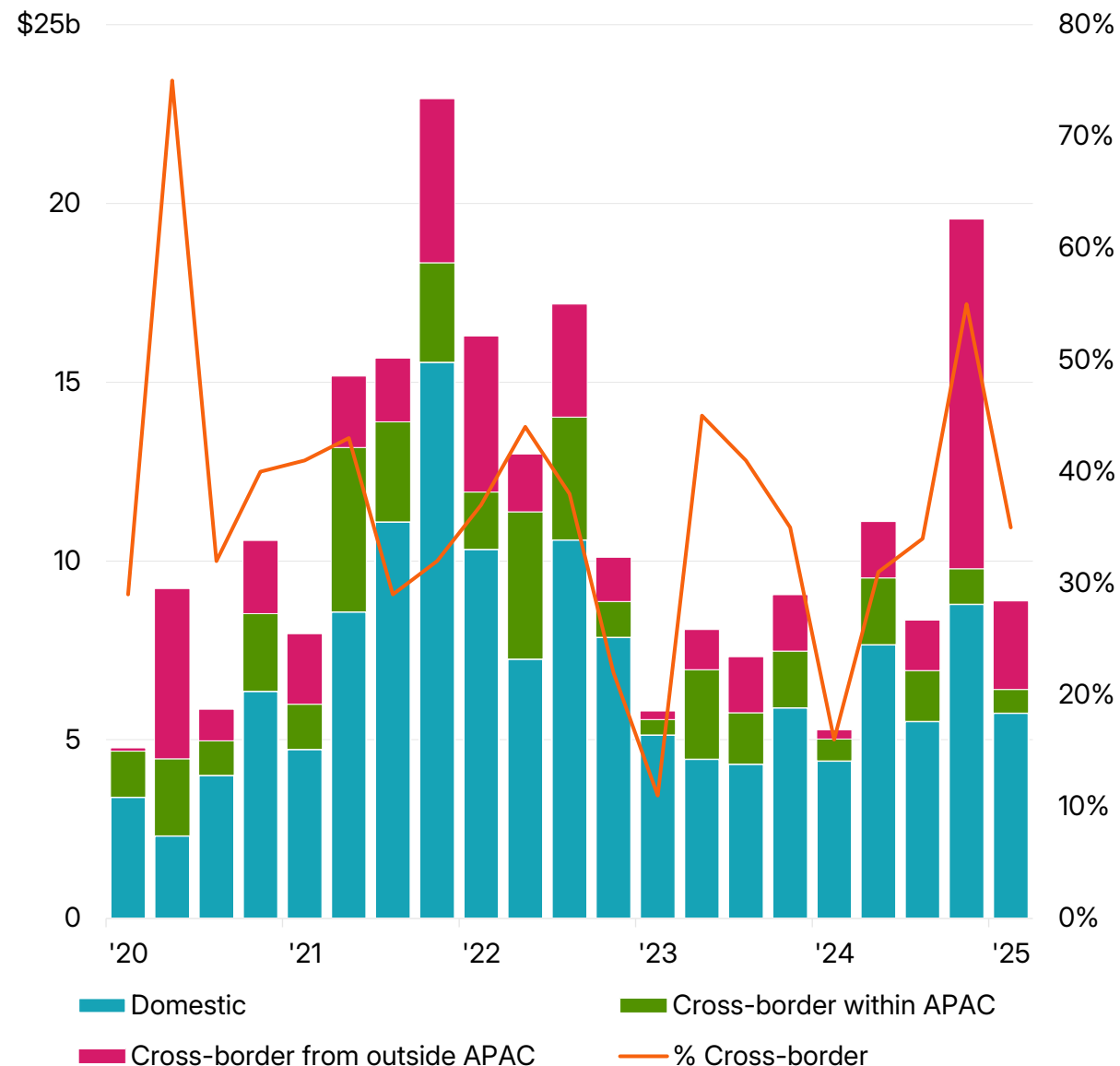
The Melbourne market continues to face headwinds, particularly in the office sector.

→ Volumes in 2023 were 27% below five-year averages and in 2024 they were 20% below.



Australia Investment by Source of Capital

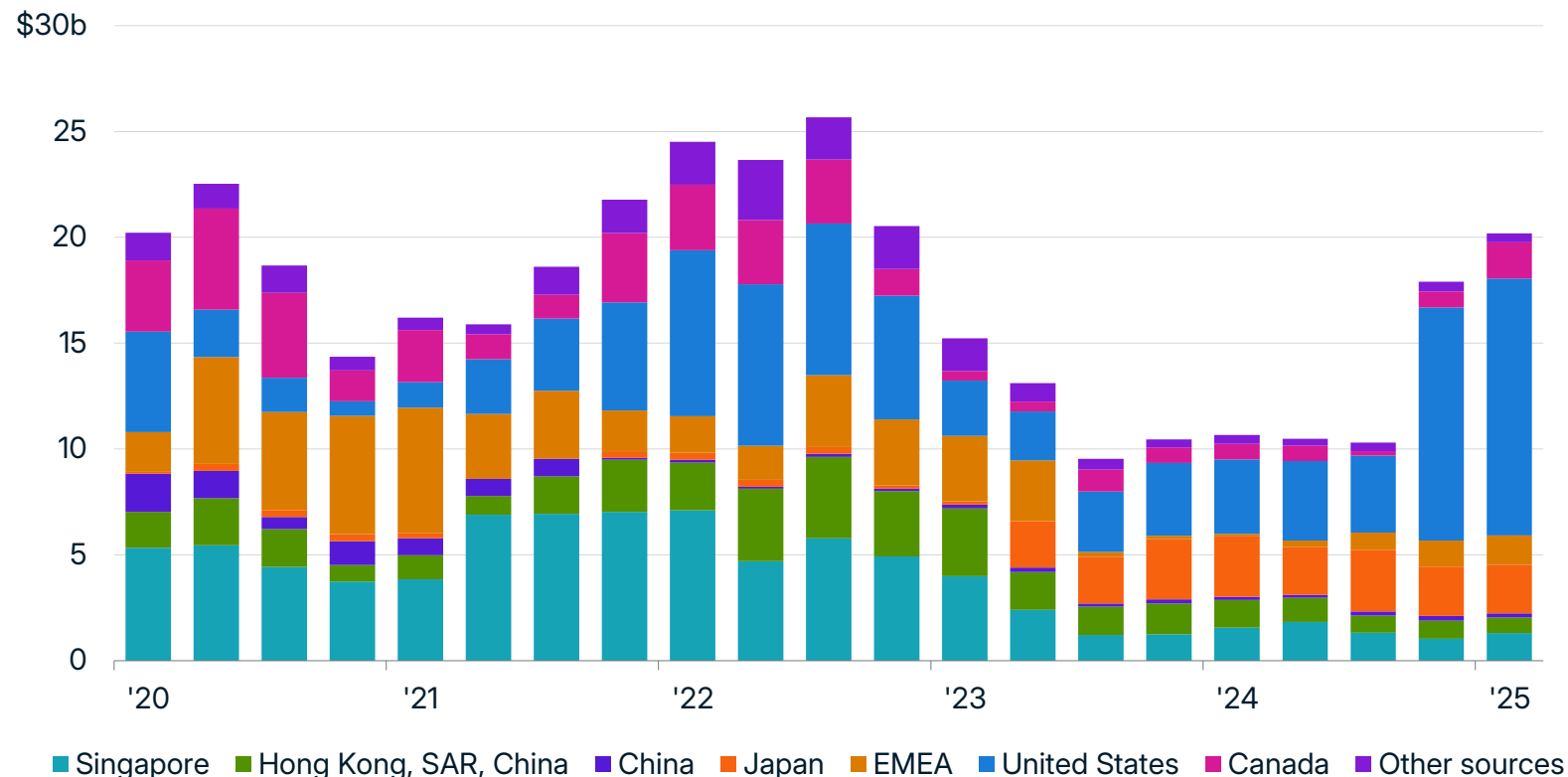
- Cross-border investors deployed \$3.1b in Q1'25.
- Non-APAC investors deployed just under \$2.5b.
- Accounting for 35% of volumes.
- APAC investors deployed just \$665m.



Cross-Border Investment by Capital Origin

North American investors dominated, with the U.S. and Canada accounting for nearly \$2.3b of cross-border inflows.

- The U.S. led with \$1.3b, while Canada followed closely at just under \$1b
- Singapore was the only APAC buyer of note, contributing \$460m, but Japanese investors, who deployed \$2.3b in 2024 and \$2.9b in 2023, recorded no transactions in Q1 2025

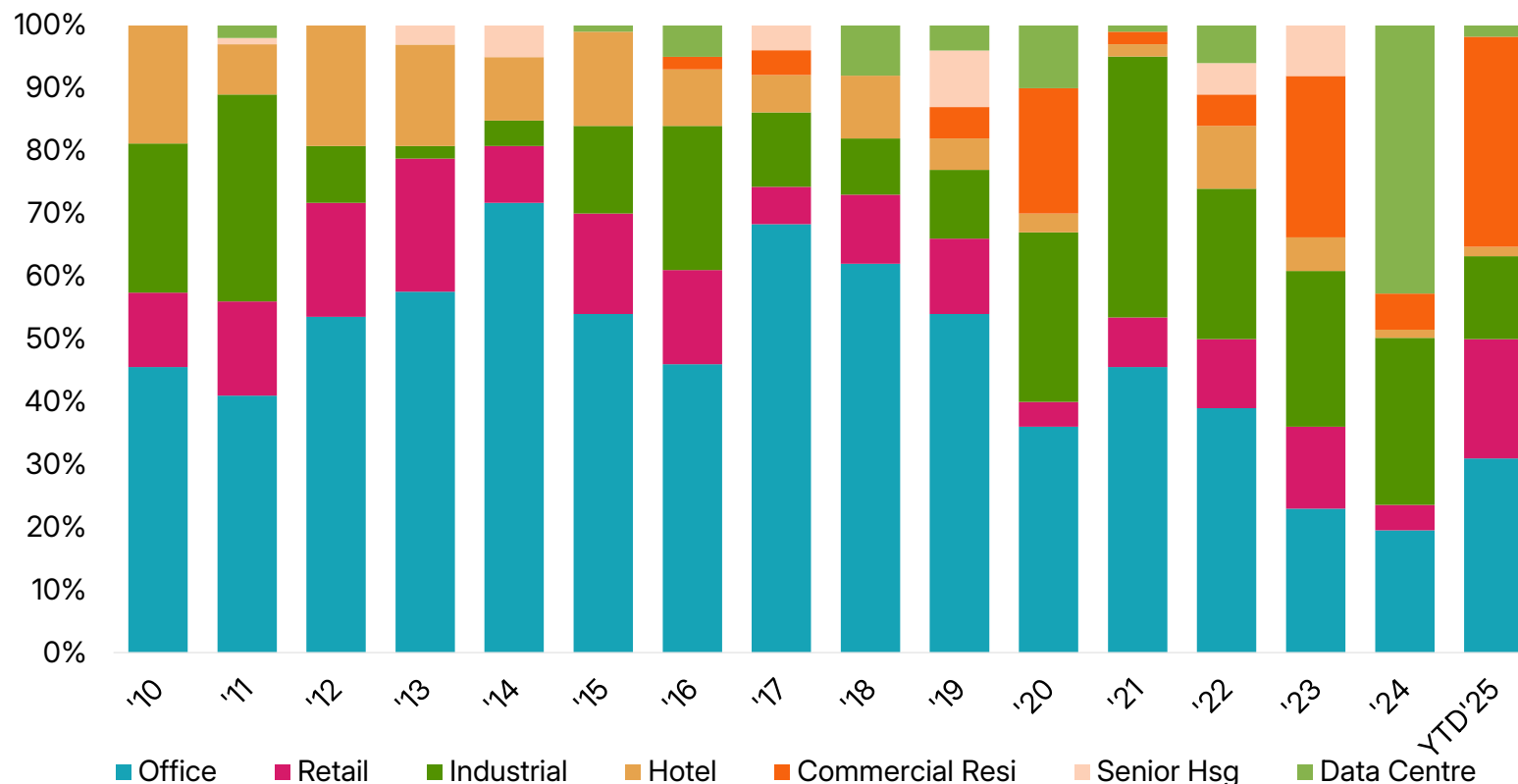


Sector Allocation by Cross-Border Investors

Offshore investors strongly preferred the office market. They deployed \$1.4b, representing nearly half of all cross-border capital for the quarter.

→ Retail followed with \$870m, driven entirely by the Westpoint Shopping Centre deal

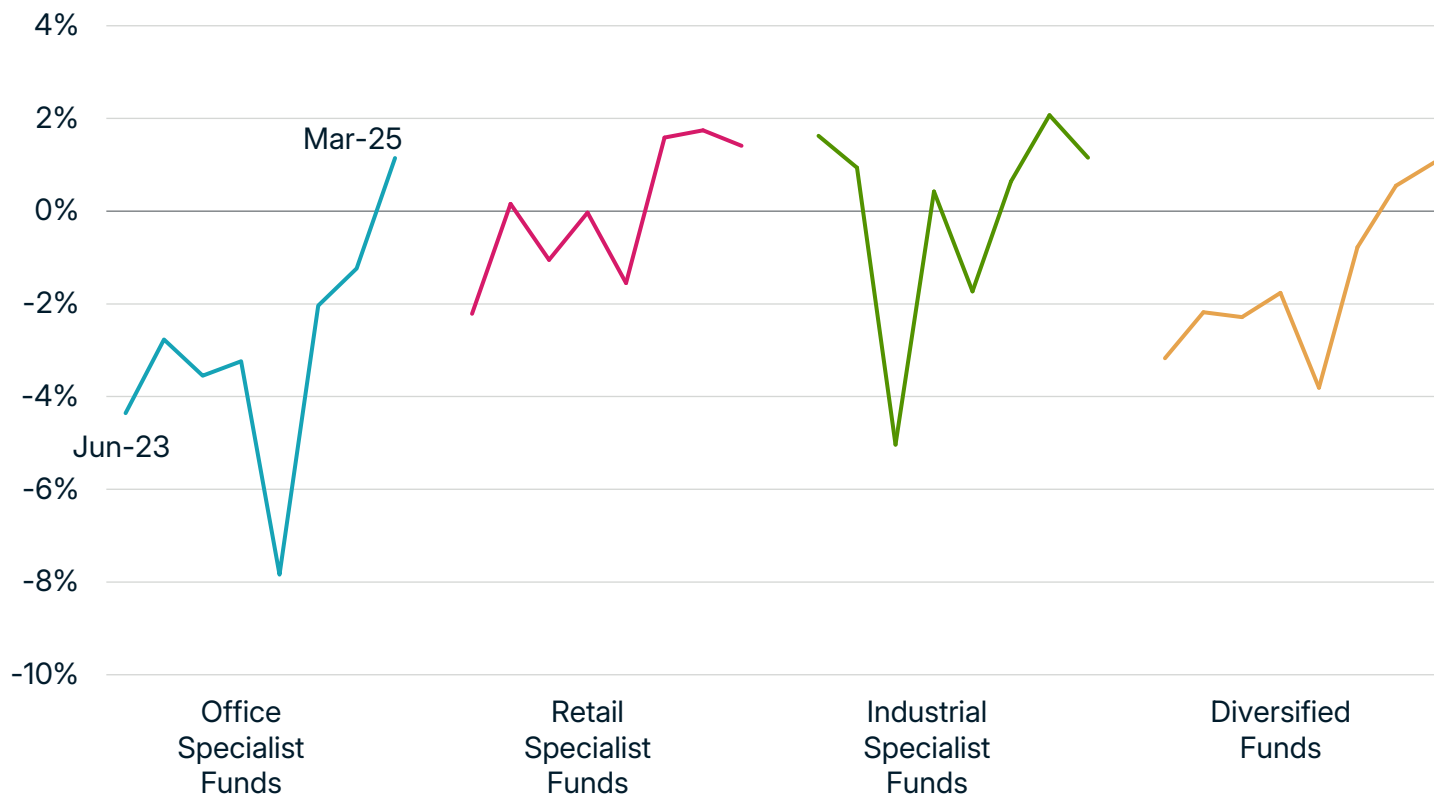
→ Industrial (excluding data centres) attracted \$600m



Quarterly Net Total Return

The index recorded its second consecutive positive quarterly total return in a row, and the first positive capital growth since Q3'22.

→ Office capital growth remained slightly negative this quarter at -0.06%, but the sector recorded its first positive total return, of 1.2%, since Q2'22.



Capital Value Change

Most office markets have seen greater losses than of those during the GFC.

- The Melbourne CBD office market has been the worst performer of the major markets, losing 25% of its value.
- Performance has been shaped by quality and location, with secondary offices in lesser markets seeing the most severe losses.



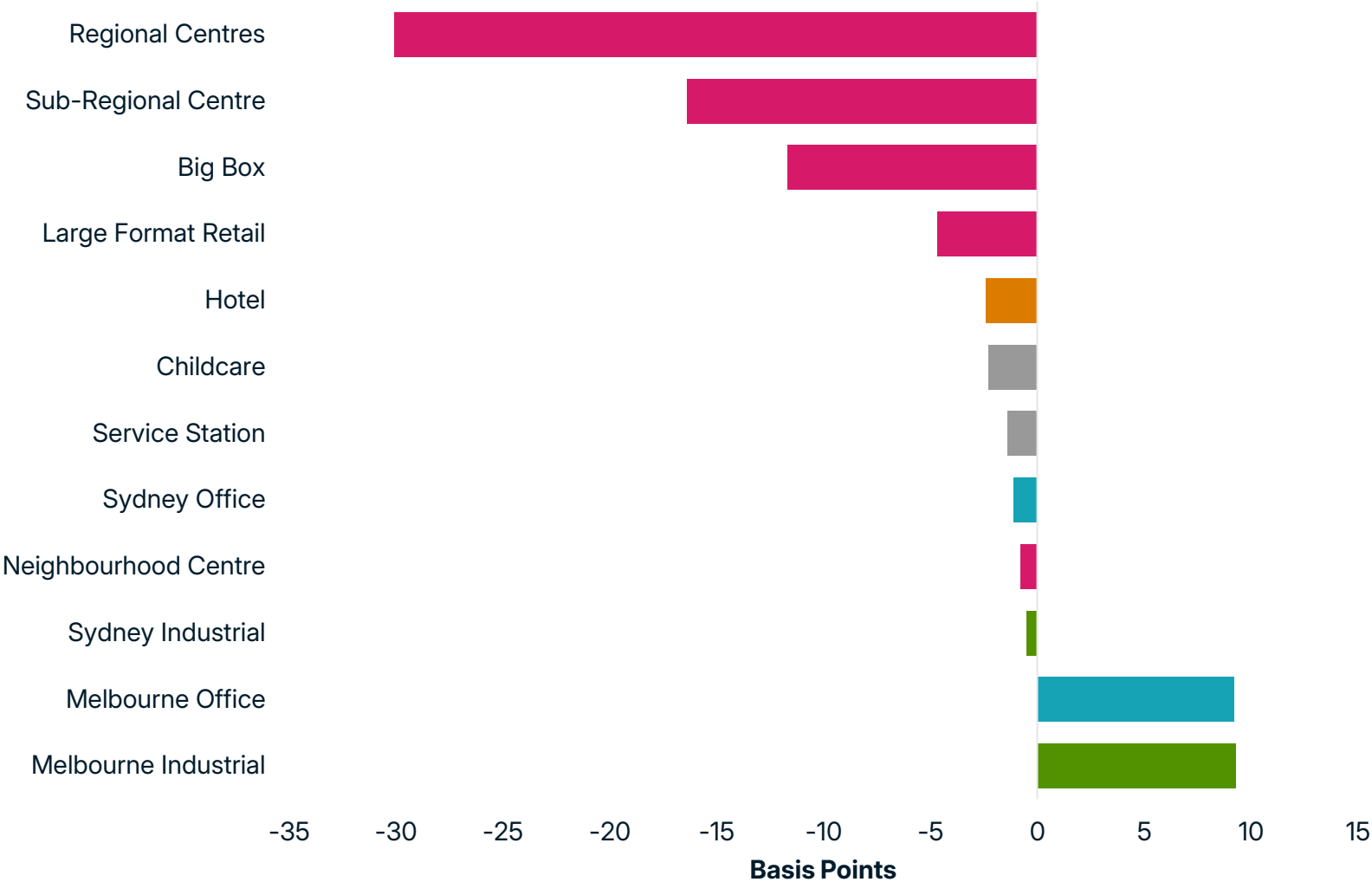
Source: The Property Council of Australia/MSCI Australia Annual Property Index – Q4'24

Quarterly Yield Change – Transactions Yields

RETAIL SHINES

- Retail sub-sectors experienced the greatest yield compression in Q1 2025
- Signs of recovery are emerging in Sydney, where both the office and industrial sectors have now recorded two consecutive quarters of yield compression
- At the other end of the spectrum sit two major Melbourne segments: office and industrial

Source: MSCI Real Assets
Details: Basis points change in hedonic yields. Regional Centres include Regional, Major and Super Regionals.



Real Estate in Focus: 2025 Trends to Watch

Recovery – Not everywhere all at once

- The recovery is in its infancy, but investors are more selective about what real estate exposure they want and how they access it

Investment drivers swing back to asset selection

- Conversations are increasingly focused on shifting performance drivers and the heightened role of active asset selection and management

Underwater assets come to light

- Ongoing price declines and a regime of higher interest rates put in doubt the ability of some borrowers to repay or refinance their commercial-property loans

Investors get to grips with physical climate risk

- The global economy is drifting further from net-zero targets, adding to concern that weather events induced by climate change will be more frequent and severe

Investing in AI “picks and shovels”

- The rapid development and democratisation of AI has major implications. One is an explosion in demand for data centres to power this emerging technology.



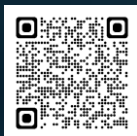
Thank you!

Benjamin Martin-Henry

Head of Private Assets Research, Pacific

benjamin.martin-henry@msci.com

[Contact →](#)



Contact

The process for submitting a formal index complaint can be found on the index page of MSCI's website at:
<https://www.msci.com/index-regulation>.

Americas

United States
+1 888 588 4567 (toll free)

Canada
+1 416 628 1007

Brazil
+55 11 4040 7830

Mexico
+52 81 1253 4020

Asia Pacific

China
North: 10800 852 1032 (toll free)
South: 10800 152 1032 (toll free)

Hong Kong
+ 852 2844 9333

India
+ 91 22 6784 9160

Malaysia
1800818185 (toll free)

South Korea
800 852 3749 (toll free)

Singapore
800 852 3749 (toll free)

Australia
+612 9033 9333

Taiwan
008 0112 7513 (toll free)

Thailand
0018 0015 6207 7181 (toll free)

Japan
+81 3 4579 0333

Europe, Middle East & Africa

South Africa
+ 27 21 673 0103

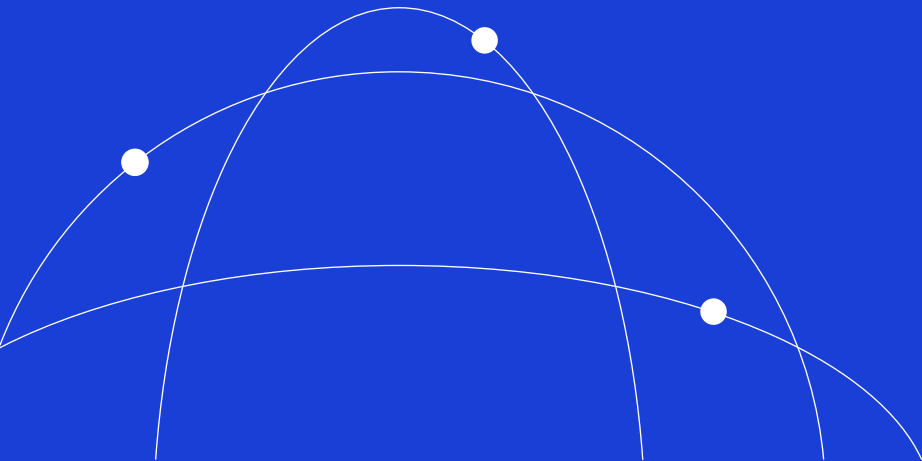
Germany
+ 49 69 133 859 00

Switzerland
+ 41 22 817 9777

United Kingdom
+ 44 20 7618 2222

Italy
+ 39 02 5849 0415

France
+ 33 17 6769 810



About Us

MSCI is a leading provider of critical decision support tools and services for the global investment community. With over 50 years of expertise in research, data and technology, we power better investment decisions by enabling clients to understand and analyze key drivers of risk and return and confidently build more effective portfolios. We create industry-leading research-enhanced solutions that clients use to gain insight into and improve transparency across the investment process. To learn more, please visit www.msci.com.

Notice and Disclaimer: Real Assets

©MSCI. All rights reserved. The information contained herein (the “Information”) may not be reproduced or disseminated in whole or in part without prior written permission from MSCI. The Information may not be used to verify or correct other data, to create any derivative works, to create indexes, risk models, or analytics, or in connection with issuing, offering, sponsoring, managing or marketing any securities, portfolios, financial products or other investment vehicles. Historical data and analysis should not be taken as an indication or guarantee of any future performance, analysis, forecast or prediction. None of the Information or MSCI index or other product or service constitutes an offer to buy or sell, or a promotion or recommendation of, any security, financial instrument or product or trading strategy. Further, none of the Information or any MSCI index is intended to constitute investment advice or a recommendation to make (or refrain from making) any kind of investment decision and may not be relied on as such. The Information is provided “as is” and the user of the Information assumes the entire risk of any use it may make or permit to be made of the Information. NONE OF MSCI INC. OR ANY OF ITS SUBSIDIARIES OR ITS OR THEIR DIRECT OR INDIRECT SUPPLIERS OR ANY THIRD PARTY INVOLVED IN MAKING OR COMPILING THE INFORMATION (EACH, AN “INFORMATION PROVIDER”) MAKES ANY WARRANTIES OR REPRESENTATIONS AND, TO THE MAXIMUM EXTENT PERMITTED BY LAW, EACH INFORMATION PROVIDER HEREBY EXPRESSLY DISCLAIMS ALL IMPLIED WARRANTIES, INCLUDING WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. WITHOUT LIMITING ANY OF THE FOREGOING AND TO THE MAXIMUM EXTENT PERMITTED BY LAW, IN NO EVENT SHALL ANY OF THE INFORMATION PROVIDERS HAVE ANY LIABILITY REGARDING ANY OF THE INFORMATION FOR ANY DIRECT, INDIRECT, SPECIAL, PUNITIVE, CONSEQUENTIAL (INCLUDING LOST PROFITS) OR ANY OTHER DAMAGES EVEN IF NOTIFIED OF THE POSSIBILITY OF SUCH DAMAGES. The foregoing shall not exclude or limit any liability that may not by applicable law be excluded or limited. No regulated use of any MSCI PRIVATE REAL ASSETS INDEXES in any jurisdiction is permitted without MSCI’s EXPRESS written authorization. The process for applying for MSCI’s EXPRESS WRITTEN authorization can be found on the Index Regulation page of MSCI’s website at: www.msci.com/index-regulation. Privacy notice: For information about how MSCI collects and uses personal data, please refer to our Privacy Notice at www.msci.com/privacy-pledge.

Our Panelist

Wilfred Lau

Head of Investment at OSK Capital Australia

Capital Inflow to the Australian Property Market

APAA Professional Workshop:
Capital Inflow to Australian Property Markets



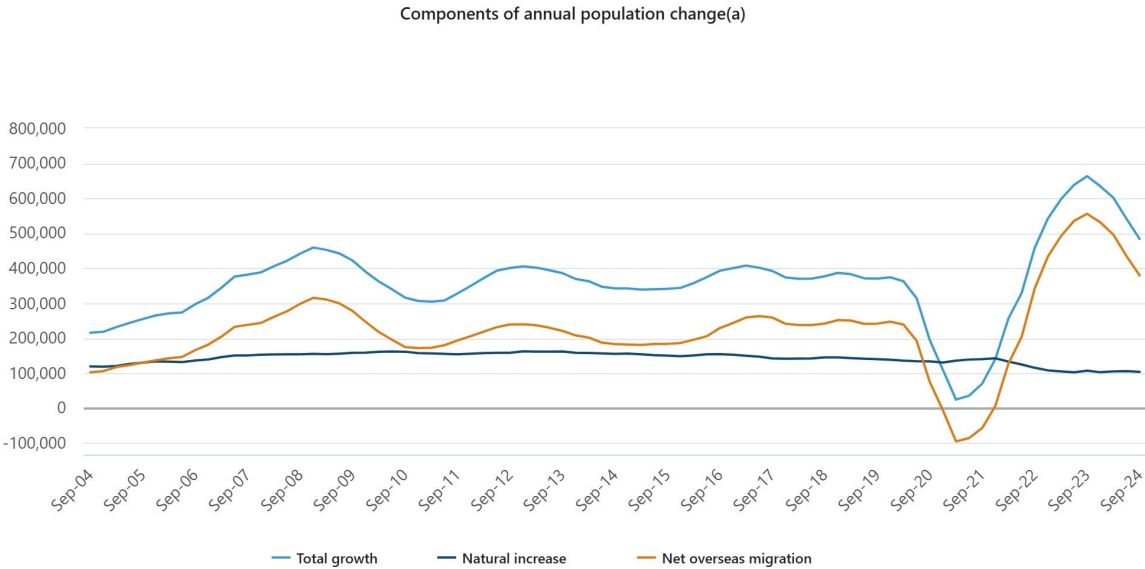
OSK Capital
Australia

Capital Inflow Into Australian Property Market

May 2025

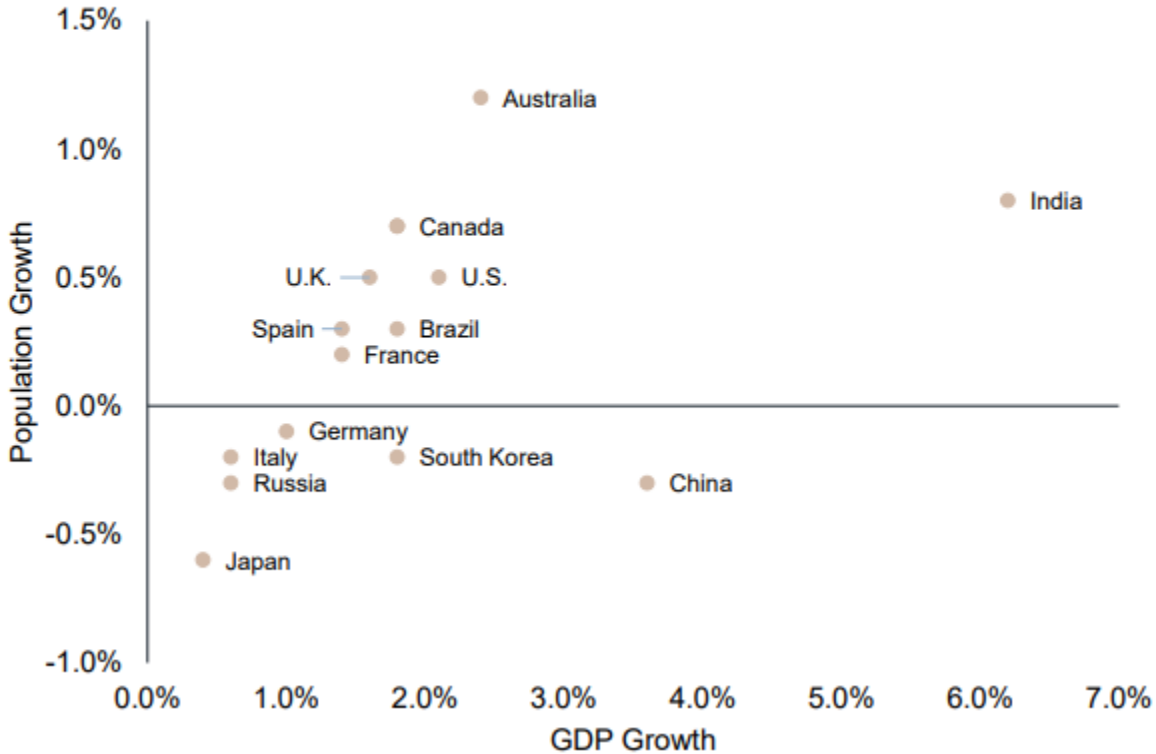


Population Growth



Source: ABS

Major Economies GDP and Population Growth - 10-year Annual Forecast



Source: JLL

Why Australia?

General Public

Quality of life

Education

Medical benefit

Investors

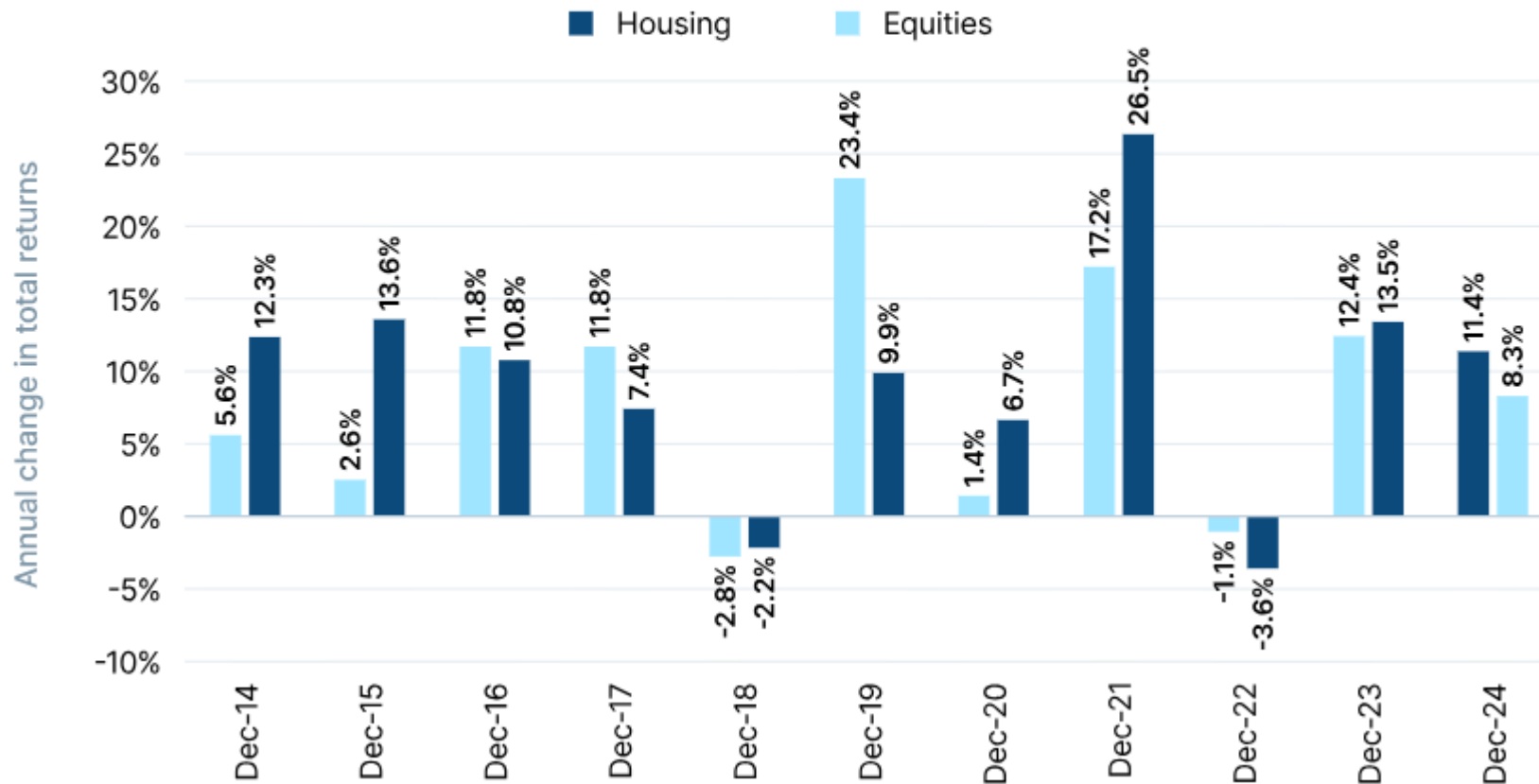
Sovereign stability

Confidence in
legislation framework

Open market

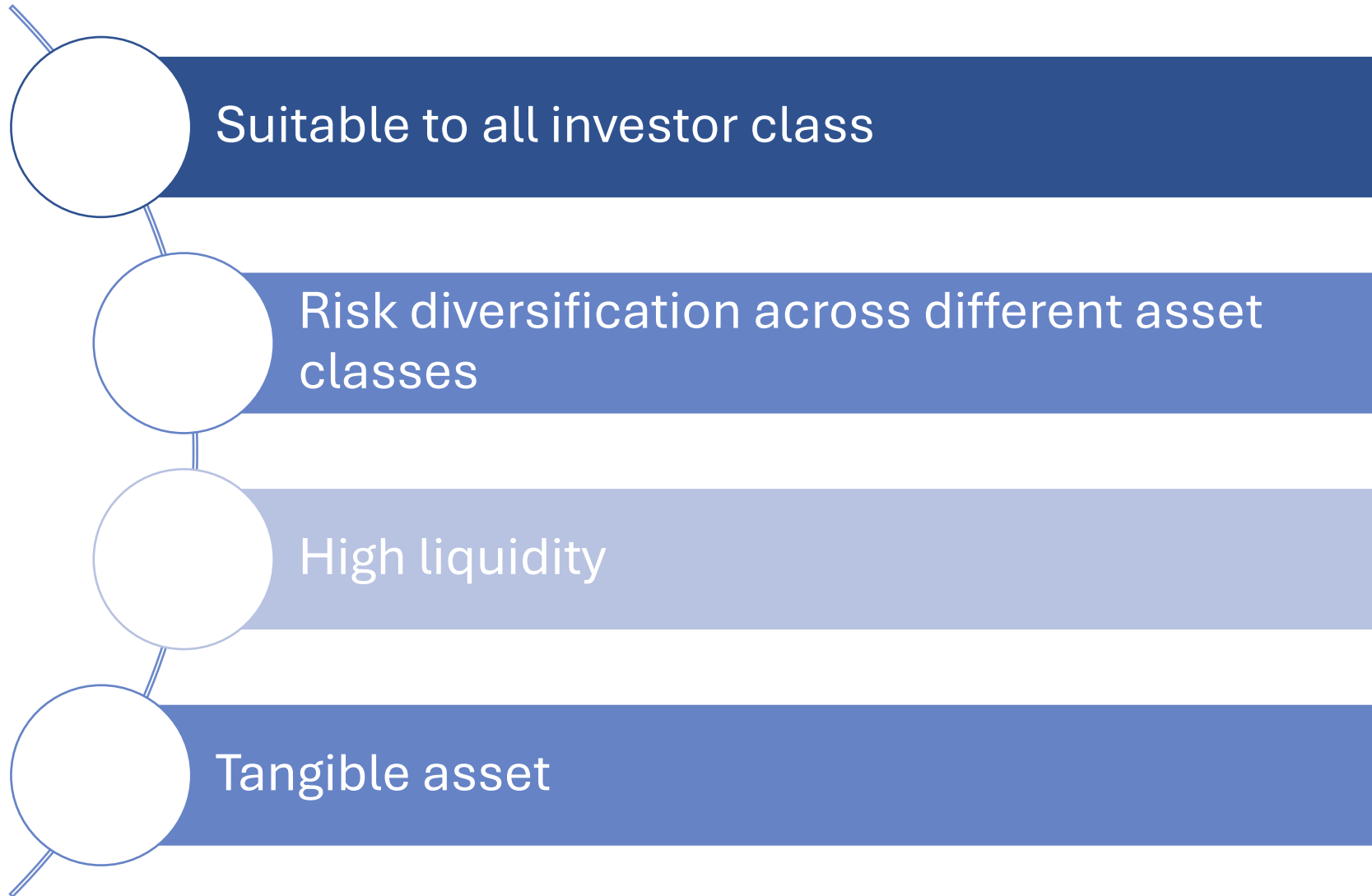
Shares vs Real Estate

Property has outperformed Australian shares
in six of the last ten years



Source: Corelogic, ASX

Real estate as popular investment choice...



Economic Trend

Positives

Housing
shortage

Capital &
Liquidity

Flight to
quality

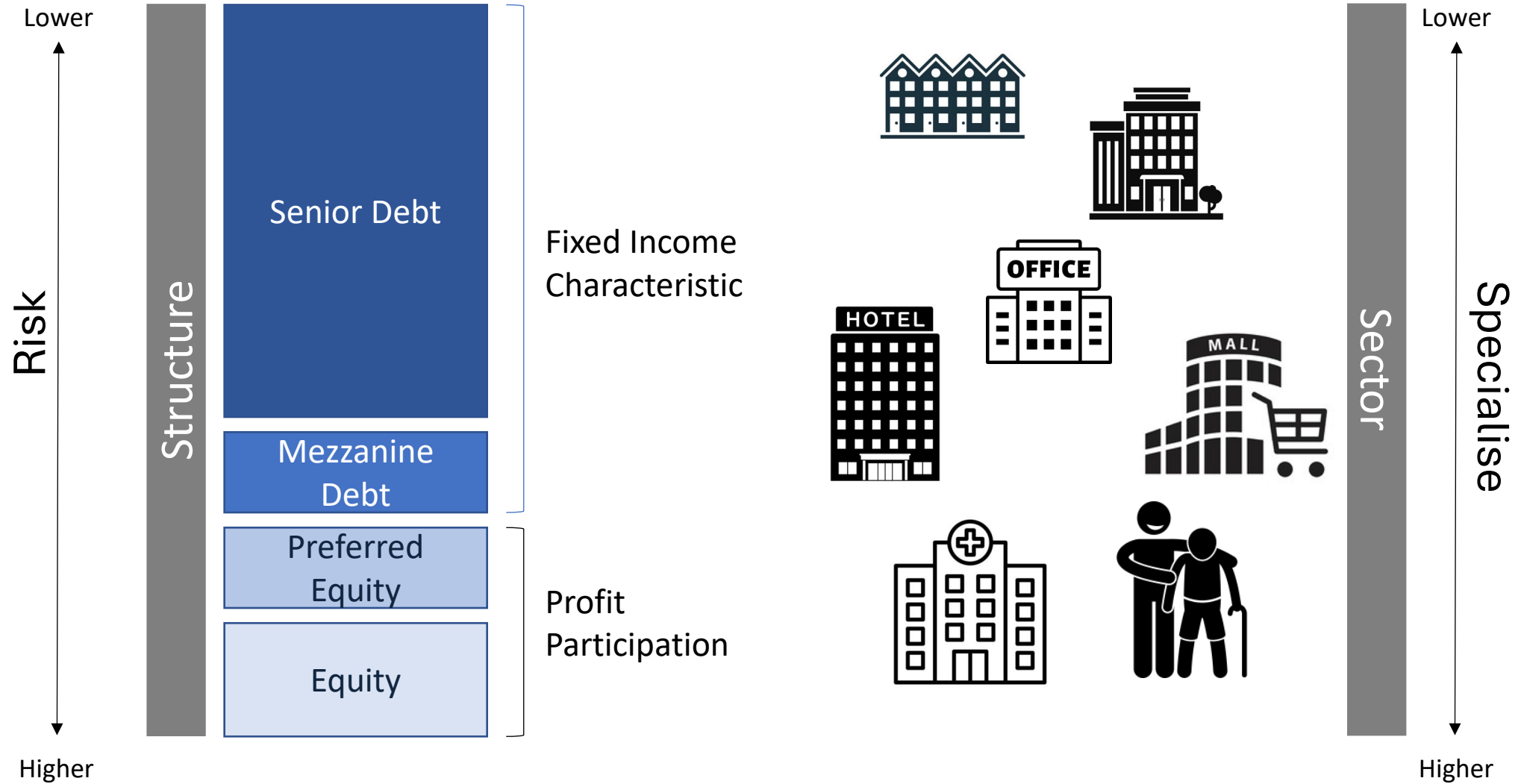
Challenges / Risk

Legislation
Changes

Authority Red
Taps

Construction
Cost

Capital Allocation





OSK Capital Australia

We are a dynamic and trusted capital partner, aiming to provide bespoke, flexible, and competitive financing solutions to a diverse client base.

Since our inception in 2021, we have delivered financing strategies designed to meet the specific needs of each client with trust, transparency, and integrity at the core of our operations.

Our experienced investment and credit professionals bring a wealth of expertise from leading multinational investment and commercial banks, as well as reputable non-bank lenders. This deep industry knowledge allows us to provide innovative and highly customised solutions that span a wide range of real estate projects and ventures.

53

Transactions Funded
Since Inception

\$540m

Funded To-Date


National


Exposures



Thank You

OSK Capital Australia

 Level 2, 99 Queens Bridge Street
Melbourne, VIC 3006

 (613) 9278 6888

 info@oskcapital.com.au

 www.oskcapital.com.au

Wilfred Lau

Head of Investment

+614 03 501 127

wilfred.lau@oskcapital.com.au

Disclaimer: This material is proprietary and is prepared specifically for the recipient's reference. The information contained herein is not to be distributed without the consent of OSK Capital Australia. Any recommendation or views contained in this document do not have regard to specific investment objectives, financial situations or the particular needs of any specific audience. The content furthermore is believed to be correct at the time of the issue of this document, and is not and should not be construed as an offer or a solicitation of any offer to buy or sell any securities, nor does this document purport to contain all the information a prospective investor may require.

Capitol Inflow to Australian Property Markets



Tze Chiang Goh

Associate Director at
Charter Keck Cramer
&
Executive Committee of
APAA



Benjamin Martin-Henry

Head of Private Assets
Research, Pacific at
MSCI Research



Wilfred Lau

Head of Investment at
OSK Capital Australia

 Q&A With Sli.do 



Scan QR Code or Search **Sli.do**

Appreciation

Our Event Partner

OSK Capital
Australia



AUSTRALASIA
PROPERTY ADVISORY
ASSOCIATION

Annual Sponsors



Join APAA Upcoming Workshop

The New Normal:
*Victoria's Real Estate
Market Post Federal
Election and State Budget*

Panel Speakers



Simon Aitken

Partner, Director - Tax



Milijana Bojic

Executive, Head of Property
Finance VIC



Eric Loi

Founder &
Managing Director

Workshop Facilitator

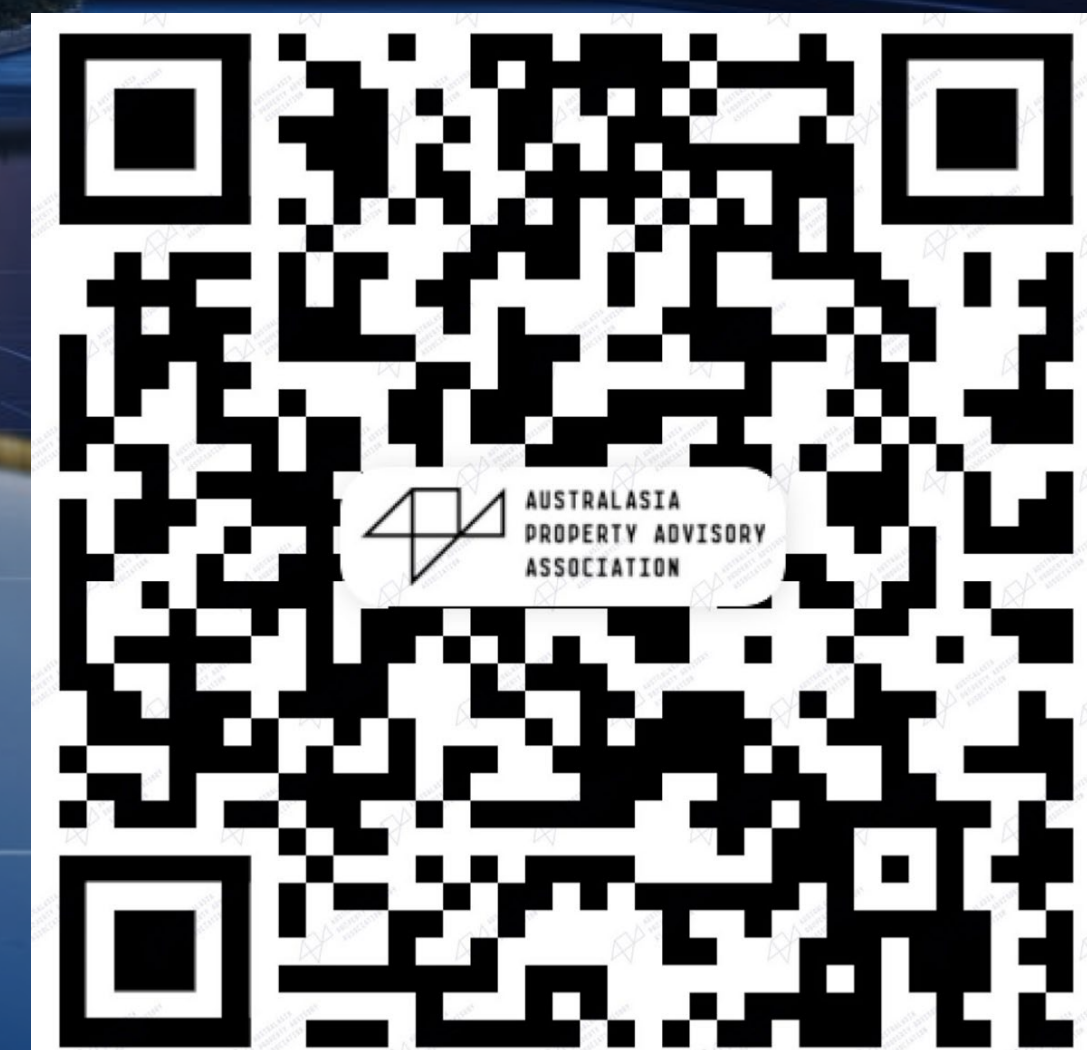


Trevor Du

Associate Director at Fides Capital
Vice President of APAA



Early Bird Registration



Membership