

FIDJI OVERVIEW

MRI Product Overview

—
October 4th 2018

INTRODUCTIONS



Pete
Finnerty
Investment
Solutions
Director



Mark
Stanton
Solutions
Architect



Colin
O'Reilly
Sales Director

FOUNDED IN



1971

45+

TODAY

Unwavering commitment
to flexibility and choice



Local roots. Global presence. World-class innovation.

MRI IN EMEA



**Creates a
global prop tech
powerhouse**

**Provides
greater scale for
innovation and
development**

**Delivers
broader
portfolio with
regional focus**

**Aligned
around shared
values and
common vision**

ABOUT US



1200

Employees
worldwide

8.1M

Total units
using platform

1.7M

Commercial
leases managed

7,200

Global
clients



GLOBAL MOMENTUM



Over half of the top 50 global investors
Top 2 brick and mortar retailers

Americas:

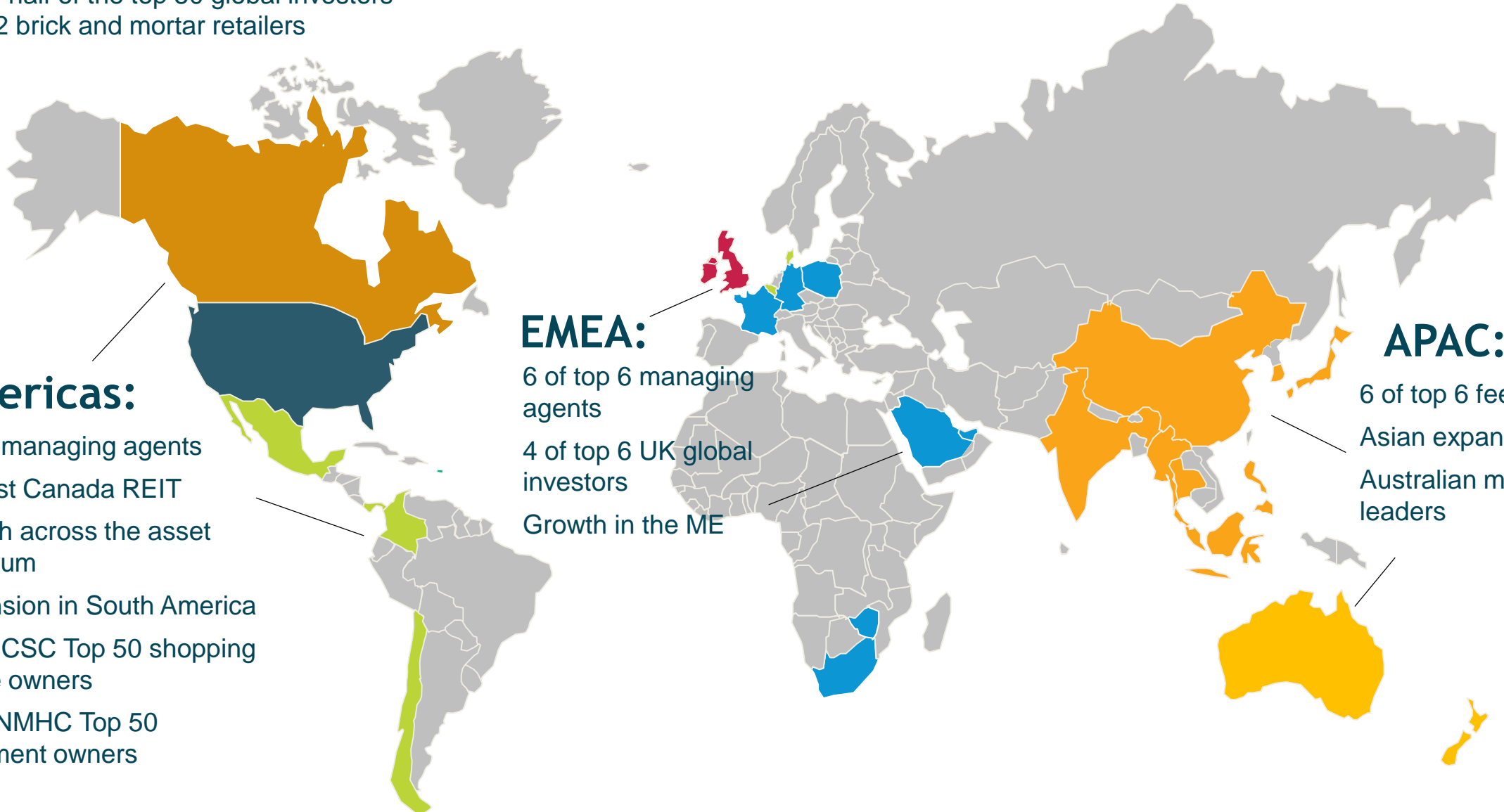
- 5 of 6 managing agents
- Largest Canada REIT
- Growth across the asset spectrum
- Expansion in South America
- 20 of ICSC Top 50 shopping centre owners
- 44 of NMHC Top 50 apartment owners

EMEA:

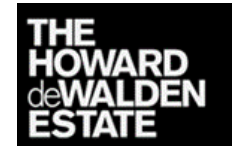
- 6 of top 6 managing agents
- 4 of top 6 UK global investors
- Growth in the ME

APAC:

- 6 of top 6 fee managers
- Asian expansion
- Australian market leaders



INTERNATIONAL CLIENTS



OPEN & CONNECTED ECOSYSTEM



120+

Software Partners

mri

15+

Service Partners



WHAT WE DO



MRI provides a comprehensive and flexible software suite to serve all sectors of the real estate community

Solutions For

- Developers
- Owners / GPs
- Owners / Operators
- Fee Managers
- Institutions / Investors
- Fund Managers
- Lenders
- Brokers / Valuers
- Occupiers



Property Types

- Office
- Retail
- Industrial
- Medical / Professional
- Mixed Use
- Residential Flats
- Affordable Housing / PHAs
- Condos / CoOps
- Student Housing



Modern, Web-Based Interface

Browser & Device Freedom

Task-Oriented Search

DEDICATED TO CLIENT SUCCESS

Over £500 Million of Product Investment in the last 7 years

- 2011 – Acquired Bostonpost, VaultWare & Workspeed
- 2012 – Launched Budgeting & Forecasting
- 2014 – Released Version X
- 2015 – Acquired Cougar Software
- 2015 – Launched Prospect Connect
- 2016 – Acquired Integratec & CallMaX
- 2016 – Launched AnalytiX
- 2016 – Launched Investment Accounting
- 2017 – Acquired Resident Check, RAM, Qube, Tenmast, HAB, EcondoSystems and MDA
- 2017 – Launched MRI Fixed Assets & MRI Inspections
- 2018 – Acquired HAPPY Software, PropSys & CML



220+

New Clients In 2017

98.6%

Average Client
Satisfaction Rating

Globally supporting the Entire Investment Lifecycle



40K

Investments (funds and properties) managed



\$1T

Equity and debt managed by 220 clients



500K

Files processed annually

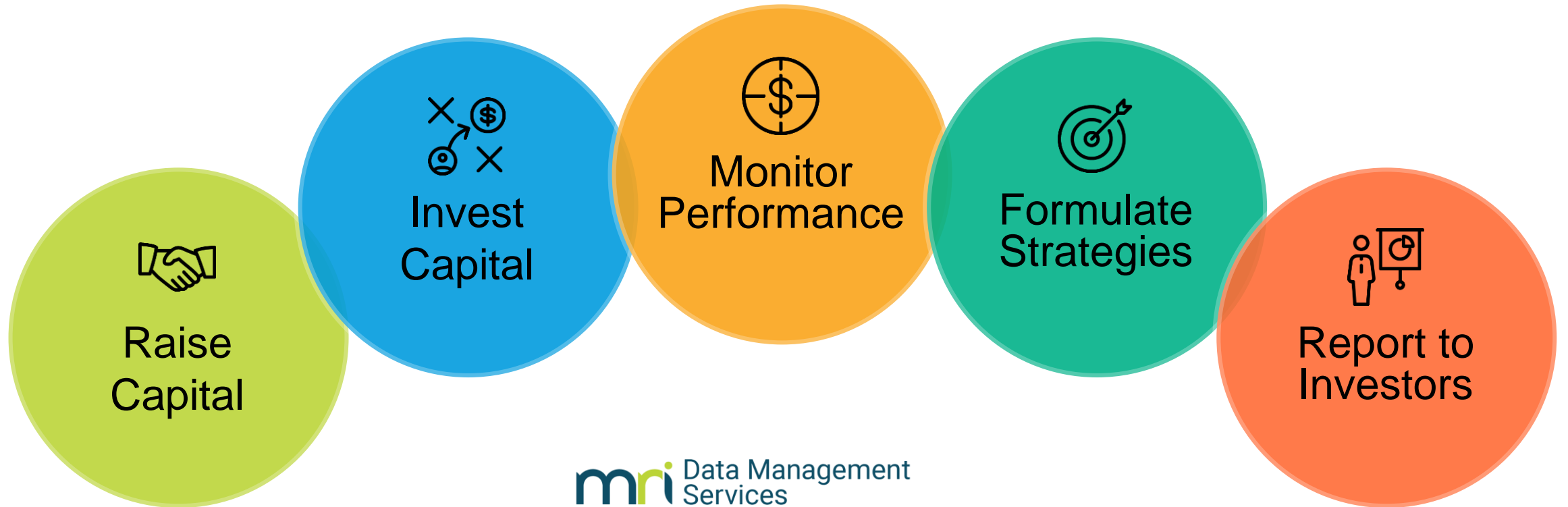


20K+

Users accessing application

INVESTMENT BUSINESS

Manage and communicate the performance and risks of real estate investments



mri Investor Connect

mri Investment Central

mri Asset Modeling

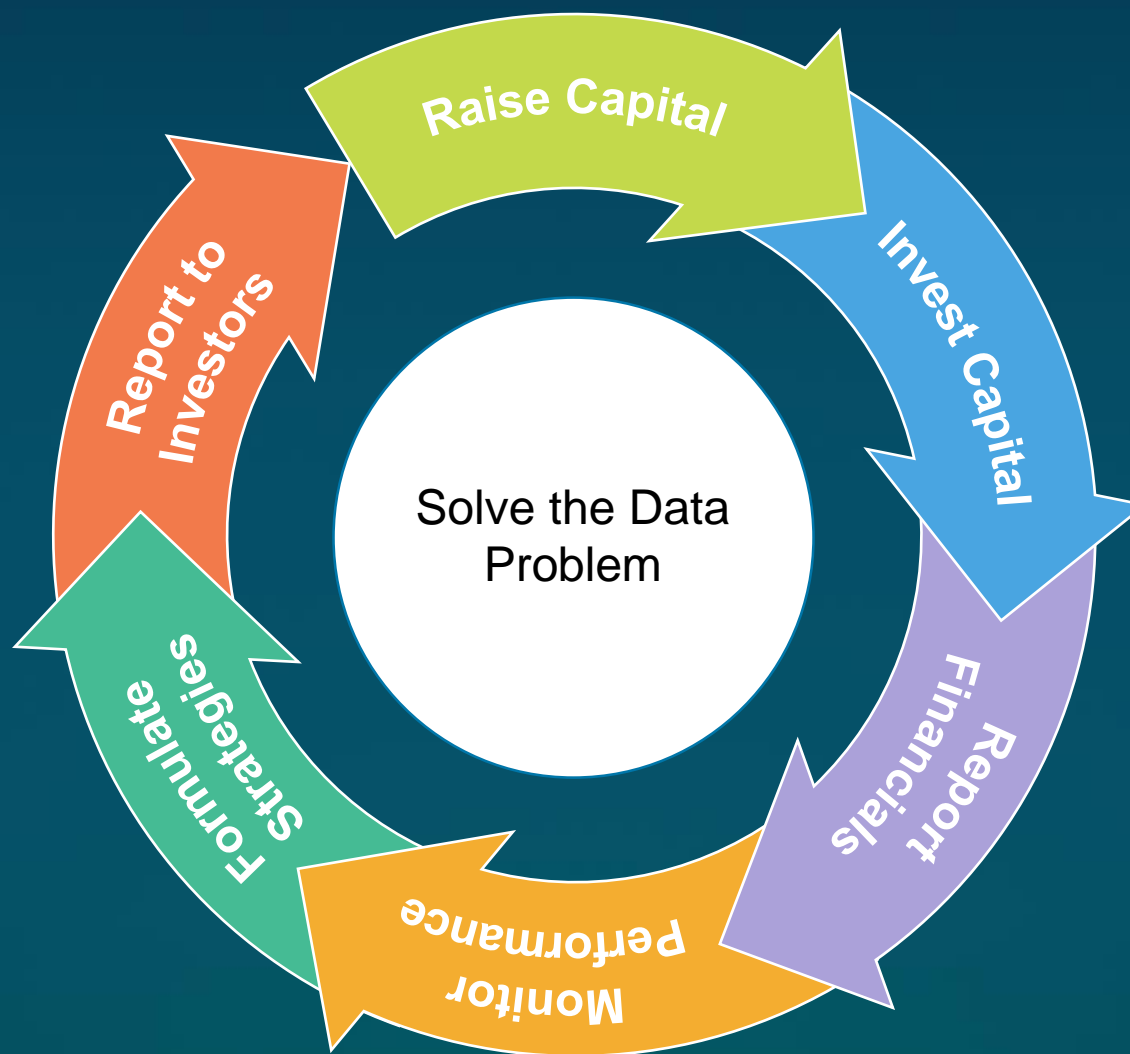
mri Investment Accounting

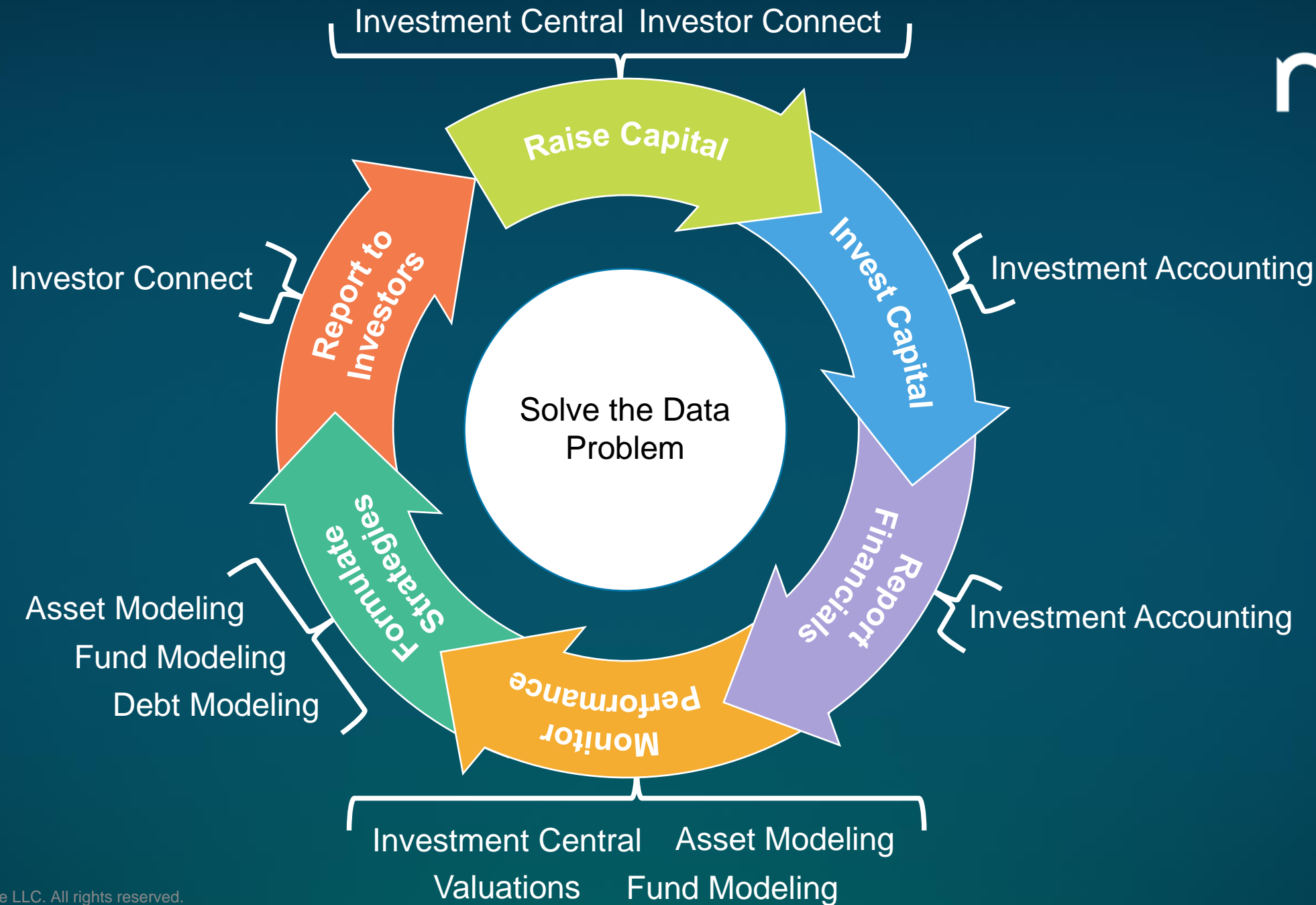
mri AnalytiX

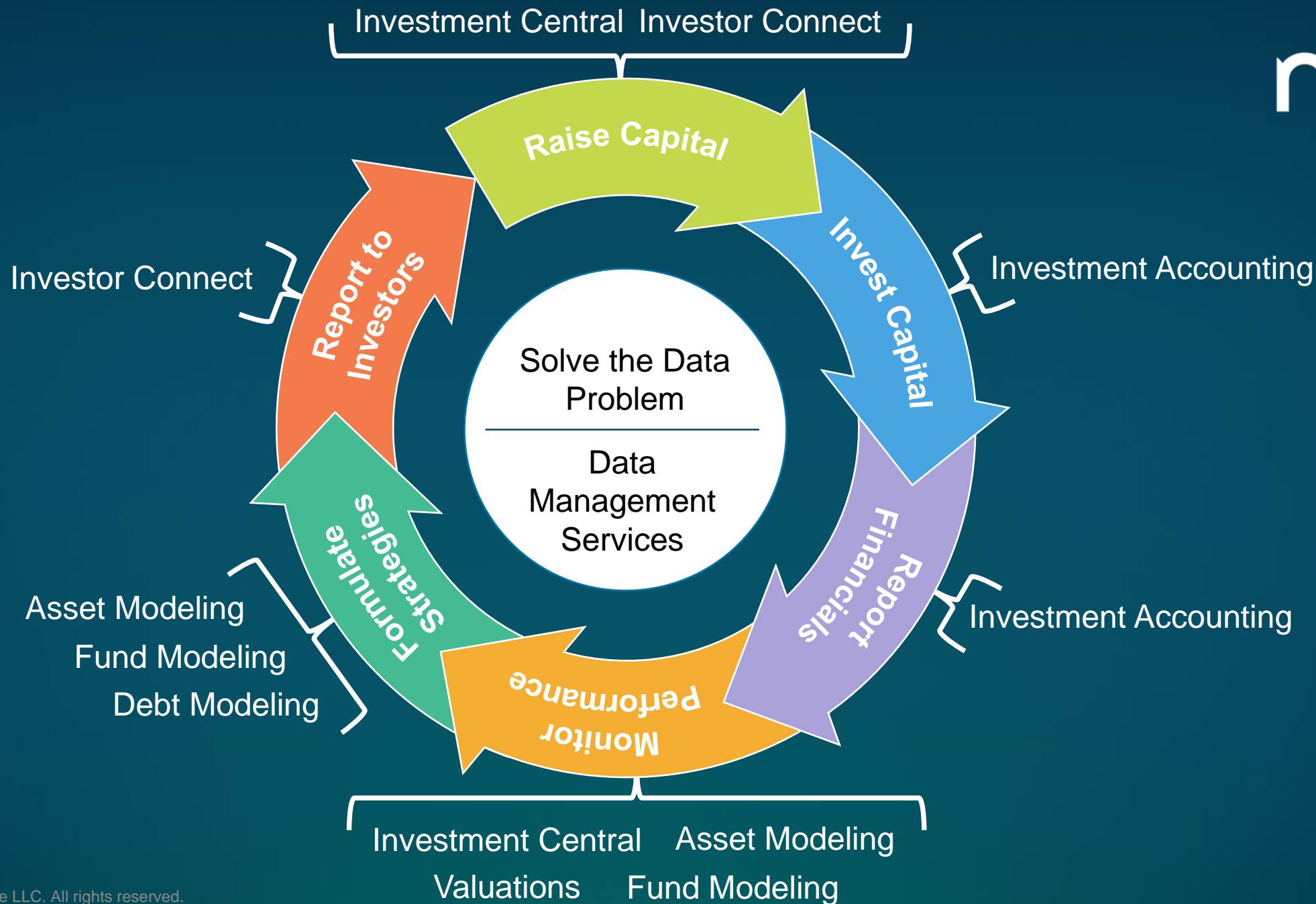
mri Debt Modeling

mri Fund Modeling

mri Global Valuations







INVESTMENT MANAGEMENT SOLUTIONS



Understand, manage & communicate the performance & risks of real estate assets and investments

Investment Accounting

Investor Connect

Investment Central

Valuations

Asset Modeling

Debt Modeling

Fund Modeling

Data Management Services



INVESTMENT SOLUTIONS



Business types that use MRI to manage their real estate investment portfolios

- Financial Institutions: Banks, Insurance Companies
- Investment Managers: Funds, Direct Investments, Asset Management
- Pension Funds
- REITs
- Developers / Owners / Operators



GLOBAL VALUATIONS



Quickly and Accurately Value Acquisitions and Existing Properties

- Side-by-side and year-by-year valuation modeling
- Forecasted cash flows
- Multiple methodologies, including Term & Reversion, Hardcore, Capitalisation, DCF.
- Scenario and sensitivity analysis, including target yields
- Standard templates and bulk entry
- Interoperability and synchronisation with IM Fund and Asset via AnalytiX Share



ASSET MODELING



Optimize Property Performance with Calculated Insights

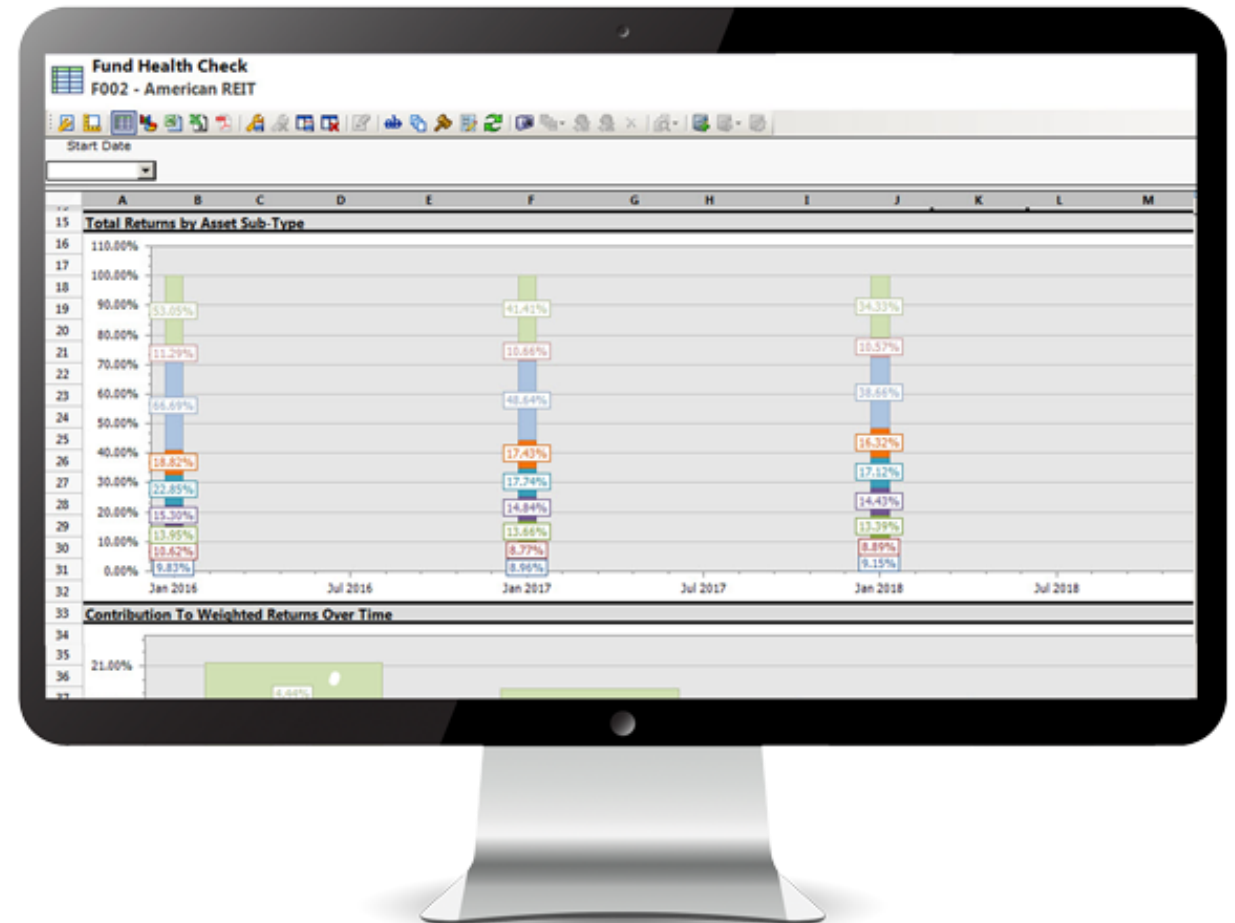
- Scenario and sensitivity analyses
- Executive-level standard report library
- Sophisticated calculation engine to forecast and value assets
- Reports by property type, country, region, sub-region and MSA



FUND MODELING

Build Your Strategic Plan, Make Decisions, and Transact Efficiently

- Asset lifecycle modeling from acquisition to disposition
- Complex consolidations including JV projections and FX
- Acquisition/disposition scenarios, debt refinancing scenarios, flexing rates scenarios.
- Strategic scenario planning for deploying capital
- Current and forecast executive reporting and dashboards
- Data integrity



ANALYTIX PORTAL



Information How, When, & Where You Need It

- Self-service visualisations, analytics & ad-hoc querying
- Multiple dimensions of data discovery with drill-down and drill-through capabilities
- Analytics from multiple data sources, including third parties
- On-demand, presentation-ready reporting
- Cloud-based & available for mobile devices



PRODUCT FORECAST

Going to full native Web for Investment Modeling in 2019!

Portfolio Schedule
2% - 2028 - Plett Assumptive Loan for DSCR / 10_P - Plett Tower / Live

Loan Summary

Repayment

LTV Analysis

DSCR Analysis

Key Metrics

Currency	US Dollar	Assumption Date	01/01/2014
Facility Amount	\$35,000,000.00	Maturity Date	07/01/2027
Loan Balance At Maturity	\$21,801,834.02	Current Rate (%pa)	2.0000%
Current Balance	\$33,483,170.75	Repayment Method	Regular Amortization

Contract Details | Principal and Term | Repayment | Interest and Fees | Debt Charges | Adjustments | Valuation Parameters | Valuation Events | Property Details

mri Asset Modeling

Database: Demonstration | MRISOFTWARE\demo | Communication Center

Demo Time...



CONCLUSION

Q & A
