

## ESSENTIAL REFERENCE PAPER 'B'

The following is a summary of the questions that each Fund Manager was asked:

1. What are the strengths and opportunities stemming from the portfolio of stock that you currently hold?
2. What are the weaknesses and threats stemming from the portfolio of stock that you currently hold?
3. How much do you currently have to invest in the market? What sort of stock are you targeting with that investment amount?
4. What are your policies in purchasing new properties, including due diligence, and what is the extent of the team involvement in the process?
5. We understand that there is a lead in time before our funds will be accepted, can you explain what this period is and what the process for this is?
6. Please explain how I would exit the fund and how the secondary market works?
7. What will the entry cost be on an investment of £10m?
8. Do you foresee any changes in your approach to investment in the next few years?
9. What changes to the fund value do you foresee over the next 12 months? Are there any pending significant changes?
10. Are there any particular development opportunities within your current portfolio?
11. Where do you see the Property market going in the short to medium term?