# talox

## Modern Leasing and Asset Management

Maximize revenues and close deals faster with all your asset and leasing information in a single place

## Centralize Portfolio Data

Make smarter business decisions with leasing, asset and tenant info in a single place.

## Simplify Deal Management

Sign leases faster, improve conversion rates and reduce unit void periods with real-time data.

## Enhance Collaboration

Increase efficiency by giving your team one place to work and communicate, whether at their desks or on the go.

## Analytics & Reporting

Be up to speed with automated reports on deal pipeline and asset performance.

#### **Benefits**

| The Talox leasing and as | et management platform can | help landlords to achieve |
|--------------------------|----------------------------|---------------------------|
|--------------------------|----------------------------|---------------------------|

7% Better rental revenues 34%

Faster deal cycles

15% Cheaper workforce

100% Smarter than competitors

#### **Clients and Partners**



16 Million So ft of space

on the platform

data is locked in

documents and not

generating insights

### Countries

Hong Kong, Singapore, Indonesia & Philippines

#### Current Landscape

Leasing and asset management is the value creation engine of commercial real estate. It drives cash flows and returns for an industry valued at \$16 trillion in Asia Pacific alone. However, today leasing and asset management is still run in Excel or with clunky legacy systems that restrict your team as they work to maximize revenues.

| Problems   |   |
|--|---|
| Manual   | Restricted  |
| Processes  | Collaboration   |
| tasks and analysis<br>are inefficient, error<br>prone and costly | information and<br>knowledge are siloe<br>instead of shared |

prone and costly

#### stricted aboration

mation and dae are siloed

#### Static Information Legacy Systems

is costly and comes at the expense of innovation

Maintaining

#### Solution



Talox is a software platform that digitizes the leasing and asset management process in a single place. It creates more efficient internal collaboration, increases productivity and provides actionable insights - enabling a new approach to maximizing your revenues and asset values

Talox is cloud-native to enable industry wide collaboration. This creates efficiency gains that have not previously been possible and helps you manage your data smarter - so you can find the signal in the noise.

### Access better portfolio data

Generate immediate insights from your data



#### Improve deal conversion rates Track every deal from from inquiry to close



#### Spend less time on lease calculations Automated pro forma cash flow modeling



#### Maximize rental revenues

Model offer terms to evaluate rental implications

| Term information<br>Input the duration of the lease. |   |    |                             |   |  |
|--|---|----|-----------------------------|---|--|
| Handover date  |   |    | Fitout period               |   |  |
| 21 Aug. 2019   | × |    | 3.02                        | × |  |
| Lease commencement date                              |   |    | Months Days                 |   |  |
| 21 Nov, 2019   | × |    | Pit-out period is rent free |   |  |
| Lease expiration date                                |   |    | Lease term                  |   |  |
| 21 Nov, 2025   | × | e. | 6                           | × |  |
|  |   |    | Months Years                |   |  |

**Increase accuracy and professionalism** Beautifully formatted reports with a single click

| Lot Assessie, Sc   | ox Cen |             |              |                |              |                   |             |              |              | Report e         | ef Apr 05, 3029     |                 |      |                             |
|--------------------|--------|-------------|--------------|----------------|--------------|-------------------|-------------|--------------|--------------|------------------|---------------------|-----------------|------|-----------------------------|
| Deliding Deta      | eb.    |             |              |                |              |                   |             |              |              |                  |                     |                 |      |                             |
| Vear built         | Grade  | Floors      | Building GLA | Oco            | .pancy       |                   | Vacancies   |              | Expl         | ies in next 15 r | rontha              |                 |      |                             |
|                    |        |             |              | 15,000 aq m    | 02.22%       |                   | 2,200 aq 10 | 52.80%       |              | 5,400 aq m       | 12.80%              |                 |      |                             |
| ialos Pipelin      | •      |             |              |                |              |                   |             |              |              |                  |                     |                 |      |                             |
|                    |        | Inquiries   | Optio        | na serit       | Sh           | vialta            | Neg         | otating      | Sign         | ed LOI           | Leases Sign         | (whatp teal) be |      |                             |
| itus .             |        | 4,500 x q/i | 0            | 0 ag m         |              | d ag m            |             | 4,500 a.qm   |              | E-lag m          |                     | 400 aq m        |      |                             |
| lanoval            | 2      | 2.000 sq m  | 0            | 0.95 m         | 3            | d sq m            |             | 3,000 sq m   | 0            | Dog m            |                     | 480 ag m        |      |                             |
| otal               | 5      | 7,508 sq m  | 0            | 0 aq m         | 5            | 0 aq m            | 5           | 7,580 aq m   | 0            | 0 aq m           | 2                   | 008 aq m        |      |                             |
| fecent Spec        |        |             |              |                |              |                   |             |              |              |                  |                     |                 |      |                             |
|                    |        | Ana         | Condition    | kvalabilty     | Asking Part. | Days Vacant       | Inquiries   | Active deals | Ste visite   | Neodatino        | Signed LOI          | Won             | Dead | Notes                       |
| eval-03, Unit.     |        | 800 sq m    | Aala         | Available      | 560 H        |                   |             |              |              |                  |                     |                 |      | Singlel is very interested. |
| eval-05, Unit.     | 02     | 600 eq m    | A616         | Available      | 800.10       |                   | 0           |              | D            | D                |                     | D               |      |                             |
| evel 13, Unit      | 02     | 800 sq m    | Asis         | Available      | 500 11       |                   |             |              |              |                  |                     |                 |      |                             |
| lopines in Ne      |        |             |              |                |              |                   |             |              |              |                  |                     |                 |      |                             |
| A set of the local |        | in land     | Promise hore | Tenanta        |              | industry.         |             | % of Baldon  | Doity date   | Alasian .        |                     |                 |      |                             |
| No. 12, 194        |        | 1000 мг./   | Office       | RPM0           |              | Consultes         |             | 5.025        | 011.01.2010  | 10,000           |                     |                 |      |                             |
| eval-05, Unit      |        | 1.602 мг л  | Other        | Hupesi         |              | Manufacturing     |             | 8.32%        | Mey 21, 2018 |                  |                     |                 |      |                             |
| eval-08, Unit      | 02     | 400 so m    | Office       | ACCOM          |              | Construction & Ex | gineering   | 2.32%        | Oct 31, 2010 |                  |                     |                 |      |                             |
| evol.12, Unit      |        | 102 440     | Office       | Ded & Ded      |              | Law Firm          |             | 4.04%        | Dec 21, 2019 |                  |                     |                 |      |                             |
| PAR-PH. LND        | 01     | 1,600 мр. т | Office       | JPMorgan Chave |              | Banking           |             | 8.02%        | Aug 31, 2019 | JPM has          | said they will prof | ostily vacate   |      |                             |
|                    |        | S Alti so m |              |                |              |                   |             | 11.005       |              |                  |                     |                 |      | 143 of chicalers and in     |

#### Never miss an expiry date

Centralized information about every lease

| Current   | Commen                  | cing       |           | Expired         |                        | Al   |   |                           |  |                           |                          |
|---|-------------------------|------------|-----------|-----------------|------------------------|--|---|---------------------------|--|---------------------------|--------------------------|
| Tenant  | Building name           | Floor      | Unit      | Premise<br>type | Area                   | Lease<br>commencement                            | Lease<br>expiration                       | Lease<br>term             | Days to<br>expiry                            | Passing net<br>rent       | Net effectiv<br>rent     |
| Ascendas  | Talox City Square 1     | 4          | U01T      | Office          | 2,000<br>sq.m<br>(GLA) | 27 Mar, 2016                                     | 26 Mar, 2021                              | 60<br>months              | 721<br>daya                                  | SGD 110.00<br>per aq m pm | SGD 100.0<br>per sq m pm |
| CapitaLand  | Talox City Square 1     | 2          | UOIT      | Office          | 2,000<br>sq.m<br>(GLA) | 27 Mar, 2018                                     | 26 Mar, 2023                              | 60<br>moeths              | 1,451<br>days                                | SGD 110.00<br>per sq m pm | SGD 100.0<br>per sq m pm |
| This cont   | ract in your portfolio: |            |           |                 | Basic                  | info:  |   |                           |  |                           |                          |
|   |                         |            |           |                 | Area (N                | industry:<br>ILA / GLA):<br>  spaces:            |   | Real E<br>1,800<br>10 spa | ig m / 2,000 sg m                            |                           |                          |
|   |                         | 2          |           |                 | Next re-               | g gross rent:<br>at review:<br>ading incentives: |   |                           | 15.70 K<br>2020 at 5.0%<br>standing incentiv | 25                        |                          |
|   | nd accounts for - Capit | teland acc | ounts for |                 | Bench                  | marking against:                                 |   |                           |  |                           |                          |
| 16.7% of total portfolio 14.6% of total portfolio are<br>income |                         |            |           |                 | NER                    | Capital, and<br>S0D 100.00                       | Talox City Square 1<br>-1.0% (es. SGD 112 | 2.17)                     | Talox CED Core F<br>-0.7% (vs. SG            | IE Fund III<br>D 112.80)  |                          |
|   |                         |            |           |                 |                        |  |   |                           |  | Go t                      | o tenancy                |
|   | Taloy Financial         | 1,         | UDIT      | Retail          | 1,410                  | 27 Mar. 2015                                     | 26 Mar. 2020                              | 60                        | 356  | SGD 110.00                | SGD 100.0                |

## A future proof CRE tech stack

