

This worksheet (3 pages) includes all the questions that you will be asked to complete on Henderson's partner information site. Henderson uses this information to do preliminary screening of our applicants.

You do not need to submit this worksheet-it is solely to help you gather your answers before starting the online process. You will need all answers before starting the online process, as you will not have the ability to leave the application and return. If you have any questions on this process, please feel free to email our MOP administrator at MOPAdmin@hendersonna.com.

Please note: * indicates a required field

General Information:

Company

Name*:

Address*:

Web site:

Preparer's Information

Name*:

Title*:

Are you the primary contact for this company?

How did you hear about us*: Conference, Search Engine, Advertisement, Other

If referred, by whom:

Primary Contact

Name*:

Title*:

Phone Number*:

Fax Number*:

Email Address*:

Company Profile:

*Asset Classes (check all that apply)**

Residential – High Rise, Low Rise, Garden, Single Family, Other

Hotel –

Industrial – FlexSpace, R&D, Warehouse, Other

Office – CBD, Suburban, Other

Retail – Neighborhood Center, Community Center, Regional Center, Super-regional Center, Fashion/Specialty Center, Power Center, Outlet Center, Single Tenant, Theme/Festival Center, Other Retail

Specialty:

Describe your company's niche or focus*:

Define your competitive Advantage*:

Business Structure

Year Founded*:

Ownership Structure*: Private or Public

Corporate Structure*: Partnership, LLC, Corporation

Do you have a board of Directors*: No, Yes-Internal Board, Yes-External Board

Approximate number of employees:

Assets

What is the approximate value/size of the real estate your company controls?

Number of real estate assets owned:

Number of real estate assets managed:

Is there anything else you would like to tell us about your business?

Senior management team

First Name	Last Name	Title

Add rows as needed

Financials:

Approach to Investing

Investment strategy*: Core, Core Plus, Value-Added, Opportunistic

Describe the suggested investment strategy in detail:

When evaluating investments, which return metric do you typically place the most weight on?:
Cap Rate, Cash Yield, Levered IRR, Equity Multiple, Price vs Replacement Cost, Return on Cost, Unlevered IRR

What is your typical hold period for investments?: Less than 5 years, 5 to 10 years, More than 10 years

Prior Joint Venture Experience: Yes, No

Sources of prior joint venture capital: Private, Institutional, Both

Financial Needs

Current Cost of Capital:

Capital requirements for the next 12 months*: <\$50M, \$50-\$100M, >\$100M

Capital requirements for the next 24 months*: <\$50M, \$50-\$100M, >\$100M

Preferred Use of Capital*: Entity, Program, Project or Other *(check all that apply)*

Are you willing to Co-Invest*: Yes/No

Debt in proposed investment*: %

Expected Return on investment*: %