

APN's investment philosophy is focussed on generating consistent income returns by actively managing a portfolio of high yielding, Australian commercial property securities. The APN Property for Income Fund (APN PFIF) was designed with this specific mandate in mind. Established in 1998, APN PFIF invests predominantly in listed property securities and unlisted property trusts and aims to achieve relatively high income returns with lower risk than the market.

Underlying investments are carefully selected based on a highly disciplined investment approach. APN PFIF provides access to a wide spread of property-based revenue streams that are rigorously analysed, selected and weighted with the aim of delivering a high income stream over the long term. APN PFIF is suited to medium to long term investors seeking relatively high monthly income and some long term capital growth.

## Performance 28 February 2017

	1 month	3 months	6 months	1 year	3 years pa	5 years pa	10 years pa	Since inception <sup>4</sup> pa	Standard deviation since inception pa
APN PFIF Income <sup>1</sup>	0.48%	1.47%	2.60%	5.68%	6.58%	7.11%	7.45%	8.01%	
APN PFIF Total return <sup>2</sup>	3.03%	6.27%	(3.52%)	8.62%	14.69%	14.57%	1.90%	8.74%	11.46%
AREIT Index <sup>3</sup>	4.15%	5.85%	(5.90%)	7.88%	15.82%	16.58%	0.18%	7.35%	15.41%
Over performance/ (Under performance)	(1.12%)	0.42%	2.38%	0.74%	(1.13%)	(2.01%)	1.72%	1.39%	

1 Distributions may include a capital gains component.

2 Retail returns after all fees and expenses. Wholesale returns are slightly higher. Assumes distributions are reinvested. Investors' tax rates are not taken into account when calculating returns. Past performance is not an indicator of future performance.

3 S&P/ASX 200 Property Trust Accumulation Index.

4 Fund inception 28 August 1998.

## Fund overview

The APN Property for Income Fund ("Fund") is a property securities fund predominantly investing in listed Australian Real Estate Investment Trusts (AREITs) and unlisted property securities.

## Investment objective

The primary investment objectives of the Fund are to:

- provide a high level of distributable income by achieving a gross annual income yield that is equivalent to at least 110% of the average of the S&P/ASX 200 AREIT Dividend Yield;
- maintain the tax advantaged proportion of distribution above 20%; and
- provide a level of capital growth which at least matches increases in CPI combined with a low level of price volatility.

## Benefits

- Income focussed.
- Distributions paid monthly.
- Access to a diversified portfolio of quality listed and unlisted property securities which offer relatively high yields.
- Actively managed portfolio whereby underlying securities are valued and re-weighted.
- Lower than market volatility.
- Nil entry and exit fees.
- Tax advantaged income component.

## This Fund is suited to:

- Investors seeking relatively high levels of income.
- Investors seeking tax effective income.
- SMSF - Ideal for investors managing their own retirement.
- Investors wanting access to a diversified portfolio of listed and unlisted Australian property securities.
- Medium to long term investment.

## AT A GLANCE

Type of fund	Property securities fund
Commencement date	28 August 1998
Fund size	\$164.61m as at 28 February 2017
Investment timeframe	5 - 7 years
Minimum investment amount	\$1,000
Minimum additional amount	\$500 (\$100 per month with regular investment savings plan)
Income distribution	Monthly - payable 10 days after the end of the month
Unit pricing	Daily
Distribution reinvestment plan	Available
Borrowing	Nil
Entry and exit fees	Nil
Management costs	1.05% pa (max)
Buy/sell spread	0.25% buy and 0.25% sell
Adviser remuneration	Up to 0.275% pa trail commission

**Top 5 listed property securities holdings** 28 February 2017

Stock	Sector	% of APN PFIF	% of AREIT Index <sup>5</sup>
Scentre Group	Retail	18%	20%
Stockland	Diversified	10%	10%
Vicinity Centres	Retail	9%	8%
Charter Hall Retail REIT	Retail	5%	1%
Investa Office Fund	Office	4%	3%

5 S&P/ASX 200 Property Trust Accumulation Index.

**Top unlisted property securities holdings** 28 February 2017

Stock	Sector	% of APN PFIF <sup>6</sup>
Goodman Australia Industrial Fund	Industrial	6%
APN Property Plus Portfolio	Petrol Stations	4%
APN Unlisted Property Fund	Other	4%
BGP Fund	Diversified	0%

6 Top five unlisted property trusts are on a look through basis.

**Asset allocation** 28 February 2017

AREITs <sup>7</sup>	84%
Unlisted property funds	13%
Cash	3%

7 Australian Real Estate Investment Trusts.

Note: Cash includes accrued income and accrued expenses. Asset allocations may change depending on market conditions and in accordance with the Fund's mandate.

**Underlying property sector allocation** 28 February 2017

Retail	54%	Office	19%
Industrial	16%	Other	11%

**Research ratings**

- SQM Research<sup>8</sup> - Favourable rating (September 2016)
- Lonsec<sup>9</sup> - Investment Grade (June 2016)



**About the Manager**

APN Funds Management Limited (APN FM) is a wholly owned subsidiary of APN Property Group Limited (ASX code: APD), a specialist real estate investment manager. An active investment manager with a concentrated focus on income, APN has a strong record of delivering a range of property based investment solutions for institutional and retail clients since 1996.

**Investment team**

- Michael Doble** Chief Executive Officer, Real Estate Securities
- Pete Morrissey** Fund Manager, Real Estate Securities
- Mark Mazzarella** Fund Analyst, Real Estate Securities
- Matthew Coleman** Fund Analyst, Real Estate Securities

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8 The rating contained in this document is issued by SQM Research Pty Ltd ABN 93 122 592 036 for the APN Property for Income Fund as at September 2016. SQM Research is an investment research firm that undertakes research on investment products exclusively for its wholesale clients, utilising a proprietary review and star rating system. The SQM Research star rating system is of a general nature and does not take into account the particular circumstances or needs of any specific person. The rating may be subject to change at any time. Only licensed financial advisers may use the SQM Research star rating system in determining whether an investment is appropriate to a person's particular circumstances or needs. You should read the product disclosure statement and consult a licensed financial adviser before making an investment decision in relation to this investment product. SQM Research receives a fee from the Fund Manager for the research and rating of the managed investment scheme.

9 The Lonsec Rating (assigned June 2016 for the APN Property for Income Fund presented in this document) is published by Lonsec Research Pty Ltd ABN 11 151 658 561 AFSL 421445. The Rating is a "class service" (as defined in the Financial Advisers Act 2008 (NZ)) or is limited to "General Advice" (as defined in the Corporations Act 2001 (Cth)) and based solely on consideration of the investment merits of the financial product(s). In New Zealand it must only be provided to "wholesale clients" (as defined in the Financial Advisers Act 2008 (NZ)). Past performance information is for illustrative purposes only and is not indicative of future performance. It is not a recommendation to purchase, sell or hold APN or APNFM product(s), and you should seek independent financial advice before investing in this product(s). The Rating is subject to change without notice and Lonsec assumes no obligation to update the relevant document(s) following publication. Lonsec receives a fee from the fund manager for researching the product(s) using comprehensive and objective criteria. For further information regarding Lonsec's Ratings methodology, please refer to our website at: <http://www.beyond.lonsec.com.au/intelligence/lonsec-ratings>.