

# Fiera Real Estate Long Income Fund UK (FRELIF)

## INVESTMENT POLICY AND OBJECTIVES

The Fund's investment objective is to provide Fund Investors with returns by acquiring and owning a series of income-producing commercial properties which are designed to deliver income and an element of capital appreciation. The investment objective is to deliver an income distribution between 4.0% - 4.5% p.a. across a portfolio diversified by sector, geography and tenant mix, whilst maintaining a minimum WAULT of 15 years.

## INVESTOR CONSTITUENCY

The Investor Constituency of the fund is predominantly institutional investors (such as pension schemes) or Investors who can be classified as Professional or High Net Worth.

Fund details	
Type of fund	Open-ended Unregulated
Residence	UK
Launch date	Fund Launch March 2009 & Open ending Feb 2016
Open/closed-ended	Open
Earliest date of winding up	N/A
Year-end	31st March
NAV (GBPm)	245.4

Source: Fiera Real Estate UK

Management/professional advisors	
Manager	Fiera Real Estate Investors UK Limited
Fund Manager	Rupert Sheldon / Anne-Marie Keane
Corporate trustee	Exempt Unauthorised Unit Trust (EUUT) - Langham Hall UK Services LLP Jersey Property Unit Trust (JPUT) - LHJ Trustees Limited
Auditors	KPMG LLP

Source: Fiera Real Estate UK

Investment rates of return, %		MSCI/AREF UK Quarterly Property Fund Index*		
	Fiera Real Estate Long Income Fund UK (FRELIF)	Long Income Open-Ended funds	All balanced open-ended funds	All funds
3 months	0.1	-0.7	0.4	0.3
Year-to-date	-0.4	-1.3	0.2	0.1
12 months	-13.8	-16.6	-17.4	-17.1
3 years+	2.8	0.0	3.4	2.3
5 years+	-	1.8	2.2	1.1
10 years+	-	5.1	6.3	5.5

Source: MSCI/AREF UK Quarterly Property Fund Index

Note: \* Weighted average returns + Annualised

Property investment restrictions	
Maximum development exposure	N/A
Maximum speculative development exposure	N/A
Maximum lot-size holding as a standing investment	N/A
Maximum lot-size holding permitted at purchase	15%
Maximum exposure to limited partnerships	N/A
Maximum exposure to joint ventures	N/A
Maximum exposure to closed and open-ended property unit trusts	N/A
Maximum exposure to listed companies and trusts (1)	N/A

Source: Fiera Real Estate UK

Portfolio distribution %		MSCI/AREF UK Quarterly Property Fund Index*		
	Fiera Real Estate Long Income Fund UK (FRELIF)	Long Income Open-Ended funds	All balanced open-ended funds	All funds
Standard retail – South East	3.5	7.9	4.6	4.6
Standard retail – Rest of UK	13.8	5.8	1.4	2.3
Shopping centres	0.0	0.5	0.9	2.5
Retail warehouses	11.5	0.9	12.1	7.6
All UK retail	28.8	15.2	19.0	17.1
City offices	0.0	2.9	3.4	3.2
West End offices	0.0	3.8	7.5	5.1
Rest of South East offices	3.2	5.6	7.1	5.5
Rest of UK offices	4.1	9.6	4.9	5.3
All UK offices	7.4	21.9	22.9	19.1
South East industrial	12.6	4.8	24.5	20.3
Rest of UK industrial	24.3	10.2	13.7	11.8
All UK industrial	37.0	15.0	38.2	32.1
Other UK properties	16.4	44.9	12.5	25.9
Cash***	10.5	3.0	7.4	5.8
Overall	100.0	100.0	100.0	100.0

Source: Fiera Real Estate UK

MSCI/AREF UK Quarterly Property Fund Index

Property ownership structure			
	Number of assets	Valuation (GBPm)	% of total portfolio
Direct holdings	30	219.7	100.0
Joint and indirect holdings	0	0.0	0.0
Listed investments	0	0.0	0.0
Total	30	219.7	100.0

Source: Fiera Real Estate UK

Largest direct investments by lot size & percentage of total portfolio				
Property	Location	Sector	Valuation (GBPm)	% of total portfolio
INFINITY HOUSE	BELVEDERE	Industrial	15-20m	*
282 Outland Road	Plymouth	Retail Other	15-20m	*
GROUND LEASE PORTFOLIO	ABERDEEN	Other	10-15m	*
H92 & H97, NEW FRONTIERS SCIENCE PARK	HARLOW	Industrial	10-15m	*
RICARDO PLC	LEAMINGTON SPA	Industrial	10-15m	*
ASDA	STOCKPORT	Retail Other	10-15m	*
THE RANGE, ALLERDYCE ROAD	GLASGOW	Retail Warehouse	10-15m	*
CADENT	WOLVERHAMPTON	Office	10-15m	*
MEGGITT	ASHBY ROAD	Industrial	5-10m	*
PREMIER INN, DUKE STREET	NORWICH	Hotel	5-10m	*
10 largest investments as % of portfolio				57.1

Source: Fiera Real Estate UK

Direct portfolio structure by lot-size bands			
Value band (GBPm)	Number of assets	Valuation (GBPm)	% of total portfolio
0 -2.5	5	9.5	4.3
2.5 - 5	8	29.6	13.5
5-10	9	74.3	33.8
10 - 25	8	106.3	48.4
25 - 50	0	0.0	0.0
50 - 100	0	0.0	0.0
100-150	0	0.0	0.0
Over 150	0	0.0	0.0
Total	30	219.7	100.0
Average lot size		7.3	

Source: Fiera Real Estate UK

Property Yield		Voids as % of ERV	
Net initial yield	5.73%	Investments	0.00%
Nominal equivalent yield	-	Developments	-
True equivalent yield	6.40%	Total	-
Net reversionary yield	6.09%		

Source: Fiera Real Estate UK

Rental income & ERV by type of property		
	Rental income %	Estimated rental value %
Standard retail	20.5	19.3
Retail warehousing	13.1	12.6
Shopping centres	0.0	0.0
Central London offices	0.0	0.0
Other offices	10.5	10.0
Industrial	40.0	42.9
Other	15.9	15.3
Overall	100.0	100.0

Source: Fiera Real Estate UK

Over Renting and Reversionary Potential, % Rent Passing								
Sector	Rent Passing, GBP Millions	Rent Free , % Rent Passing	Development vacancy, % Rent Passing	Investment vacancy, % Rent Passing	Over rented,% Rent Passing	Reversionary potential,% Rent Passing	Reversionary potential Net of Over renting,% Rent Passing	Market Value,% Rent Passing
Standard retail	2.8	0.0	0.0	0.0	-1.0	-1.0	-2.0	99.0
Retail warehousing	1.8	0.0	0.0	0.0	-0.8	0.6	-0.2	100.6
Shopping centres	-	-	-	-	-	-	-	-
Central London offices	-	-	-	-	-	-	-	-
Other offices	1.4	0.0	0.0	0.0	0.0	0.6	0.6	100.6
Industrial	5.5	0.0	0.0	0.0	-1.3	12.9	11.6	112.9
Other	2.2	0.0	0.0	0.0	-3.4	0.6	-2.7	100.6
Overall	13.8	0.0	0.0	0.0	-1.4	5.2	3.8	105.2

\*Comprising the ERV of developments in progress or contracted which have not been pre-let

Source: Fiera Real Estate UK

Listed Investments			
	% of Issue held	Valuation (GBPm)	Est. % of total portfolio
-	-	-	-
-	-	-	-
-	-	-	-
-	-	-	-
-	-	-	-
	0.0	0.0	0.0

The unexpired term of leases	
Years	% of rent passing
20 years or greater	25.7
15 years or greater, but less than 20	44.6
10 years or greater, but less than 15	5.7

5 years or greater, but less than 10	17.8
Less than 5 years	6.2

Source: Fiera Real Estate UK

Joint and Indirect property holdings						
Holdings	Sector	Joint/Indirect	Vehicle Type	Ownership %	Valuation	Est. % of total portfolio
-	0.0	0.0	0.0	0.0	0.0	0.0
-	0.0	0.0	0.0	0.0	0.0	0.0
-	0.0	0.0	0.0	0.0	0.0	0.0
-	0.0	0.0	0.0	0.0	0.0	0.0
-	0.0	0.0	0.0	0.0	0.0	0.0
-	0.0	0.0	0.0	0.0	0.0	0.0

Source: Fiera Real Estate UK

Debt analysis						
Fixed rate borrowings			Variable rate borrowings			
Amount drawn (GBPm)	Average rate (%)	Average unexpired term (years)	Amount drawn (GBPm)	Rate above LIBOR (incl expenses) (%)	Off balance sheet debt (GBPm)+	
0	0	0	0	0	0	
0	0	0	0	0	0	
0	0	0	0	0	0	
0	0	0	0	0	0	
0	0	0	0	0	0	

Source: Fiera Real Estate UK

Development exposure *				
Capital value of developments				Cost to complete schemes in progress+
	Not yet started	In progress+	All developments	
GBPm	0	0	0	0
% of all directly held properties*	0.00%	0.00%	0.00%	0.00%

\* Includes joint ventures in which the Fund has an interest of 50% or more

Source: Fiera Real Estate UK

Valuations/performance monitors/affiliations	
Frequency of valuation	Quarterly
Property valuer	CBRE
Portfolio performance monitored by MSCI	Yes
Constituent of MSCI/AREF UK Quarterly Property Fund Index	Yes
Member of the Association of Real Estate Funds	Full member

Source: Fiera Real Estate UK

Restrictions on holdings of cash/borrowings	
Maximum total gearing permitted	Maximum of 15% of NAV or up to 20% of NAV in any twelve month period.
- for investment purpose	*
- for liquidity purpose	*
Cash holdings (maximum)	12.5% of NAV, and the medium risk limit is > 10% of NAV
Cash holdings (minimum)	Between 2.5% and 12.5% of NAV

Source: Fiera Real Estate UK

The contribution of major tenants to rental income	
Tenant	%
SAFeway STORES LIMITED	9.3
WESTMINSTER WASTE LIMITED	8.7
RICARDO PLC	6.7
EMW LAW LLP	5.7
ASDA STORES LIMITED	5.3
CADENT GAS LIMITED	4.8
MEGGITT AEROSPACE LIMITED	4.4
MARSTON'S ESTATES LIMITED	4.1
CDS (INTERNATIONAL SUPERSTORES) LTD T/A THE RANGE	4.0
REFresco DRINKS UK LIMITED	3.8
Three largest tenants' contribution to rental income	24.7
Five largest tenants' contribution to rental income	35.7
Ten largest tenants' contribution to rental income	56.8

Source: Fiera Real Estate UK

Balance sheet/gearing					
	Direct holdings	Joint holdings	Indirect investments	Listed investments	Total
Balance sheet (GBPm)					
Properties at valuation	219.7	0.0	0.0	0.0	219.7
Listed investments	0.0	0.0	0.0	0.0	0.0
Debt	0.0	0.0	0.0	0.0	0.0
Cash	25.7	0.0	0.0	0.0	25.7
Other net assets/liabilities	0.0	0.0	0.0	0.0	0.0
Total net assets	245.4	0.0	0.0	0.0	245.4
Gearing (%)					
Net debt (cash)/properties	-11.7	-	-	-	-11.7
Net debt (cash)/equity	-10.5	-	-	-	-10.5

Source: Fiera Real Estate UK

Quarterly data per unit						
As at	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Mar-23	30-Jun-23
Bid (GBP)	12,316.22	12,509.55	12,129.75	10,655.72	10,483.95	10,373.56
Offer (GBP)	12,651.84	12,876.14	12,481.11	10,977.73	10,858.92	10,726.36
Mid (GBP)	12,484.03	12,692.85	12,305.43	10,816.73	10,671.44	10,549.96
Bid/offer spread	2.65%	2.85%	2.82%	2.93%	3.45%	3.29%
Net asset value (GBP)	12,451.07	12,645.28	12,258.41	10,766.46	10,603.12	10,488.15
Quarterly distribution (GBP)	124.22	89.56	80.81	102.16	112.69	124.77
Yield	3.60%	3.57%	3.39%	3.69%	3.63%	4.01%

Source: Fiera Real Estate UK

## Unit pricing

All unit pricing for the Fund is calculated using INREV NAV and priced quarterly. The underlying portfolio is independently valued quarterly.

## Distributions

Distributions are made on a quarterly basis and are paid within 30 days of the Quarter End date.

## Creation, transfer and realisation of units

If an Investor wishes to subscribe into the Fund they will need to complete a Subscription Agreement at least 5 working days before the quarter date (31 Mar, 30 Jun, 30 Sep, 31 Dec). Following the onboarding of the Investor, new units are issued on the dealing date at Issue Price (INREV NAV) which falls 10 working days after the quarter date. Investor commitments drawn down up to 12 months post acceptance of Subscription Agreement by the AIFM to match deal flow.

Any matched trade transfer of Units are brokered by the AIFM at a price to be independently agreed between the relevant parties.

To redeem their Units Investors must issue in writing a Realisation Notice to the AIFM of the Fund. The Realisation Notice to be received by the AIFM 15 working days before the first day of the upcoming Quarter. The Realisation Date is then calculated as the last day of the following Quarter End (6 months from the initial Realisation Notice). The Investor will be redeemed at the Realisation Price (RNAV) 5 working days following the Realisation Date.

## Taxation

### Capital Gains Tax:

The Fund is an English limited partnership and is therefore transparent for UK tax purposes in respect of gains.

Investors via the Exempt Unauthorised Unit Trust ("EUUT") feeder are exempt from UK tax on any chargeable gain, including any gains arising from disposals or deemed disposals of the partnership assets.

The Jersey Property Unit Trust ("JPUT") feeder is treated as tax transparent for capital gains having made a transparency election in line with the Non-Resident Capital Gains Tax Regulations 2009.

### Income Tax:

The Fund is an English limited partnership and is therefore transparent for UK tax purposes in respect of income.

Investors via the EUUT feeder are exempt from UK tax on income and therefore distributions are paid gross.

The JPUT is treated as tax transparent for income by virtue of being constituted as a 'Baker' trust.

### Stamp Duty Reserve Tax:

Transfers of interests in the limited partnership are subject to stamp taxes at the prevailing rate.

No stamp taxes should be payable on the transfers of units in the EUUT or JPUT.

Unit holder analysis		
	Number of unitholders	Total % held
Less than 1% of units in issue	48	3.1
1% or greater but less than 2%	7	9.8
2% or greater but less than 4%	5	13.9
4% or greater but less than 8%	4	22.0
Greater than 8.0%	4	51.3
<b>Total</b>	<b>68</b>	<b>100.0</b>
Major investors		
Largest holder	1	24.0
Three largest holders	3	43.1
Five largest holders	5	59.1
Ten largest holders	10	79.8
Internal/external investors		
Internal	-	-
External	-	-

Source: Fiera Real Estate UK

Liquidity						
Period	Year to Dec 2018	Year to Dec 2019	Year to Dec 2020	Year to Dec 2021	Year to Dec 2022	Year to Dec 2023
<b>Issues and redemptions</b>						
Units in issue as at start of period					19,482	23,249
Units issued during period					3792.4	691
Units redeemed during period					-25	0
Units in issue at end of period				19,482	23,249	23,940
<b>Unit transfers</b>						
Matched bargains					502.65	0
Matched bargains %*					2.2%	0.0%

\* as % of units in issue at the end of the period

Source: Fiera Real Estate UK