



Lothbury Property Trust

INVESTMENT POLICY AND OBJECTIVES

To provide an investment opportunity to investors preferring indirect property exposure and to achieve competitive performance through good stock selection and active management

To manage portfolio risk by being advantageously positioned across the principal property sectors and regions and by maintaining a proportion of property investments that are readily saleable in the open market

INVESTOR CONSTITUENCY

The Trust is open to investment by pension funds, charities, insurance and other companies. It is also open to private individuals from within the UK or abroad certified as ‘High Net Worth’ individuals or ‘Sophisticated Investors’

Fund details	
Type of fund	Property unit trust
Residence	Eire
Launch date	February 2000
Open/closed-ended	Open-ended
Earliest date of winding up	-
Year-end	31-Dec
NAV (GBPm)	1724.2

Source: Lothbury Investment Management Ltd

Management/professional advisors

Investment manager	Lothbury Investment Management Limited
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Property sub- advisor	Lothbury Investment Management Limited
Investment relations	Thomas Jansen
Trustee	Northern Trust Fiduciary Services (Ireland) Ltd
Auditors	KPMG

Source: Lothbury Investment Management Ltd

Investment rates of return, %

		MSCI/AREF UK Quarterly Property Fund Index		
	Lothbury Property Trust	Other balanced funds	All balanced funds	All funds
3 months	-1.0	0.3	0.3	0.3
Year-to-date	-1.0	0.3	0.3	0.3
12 months	3.5	5.7	4.8	4.1
3 years+	6.0	6.9	6.1	5.6
5 years+	8.9	9.6	9.1	8.5
10 years+	9.3	8.5	8.3	8.5

Source: MSCI/AREF UK Quarterly Property Fund Index (Sponsored by PropertyMatch)

Property investment restrictions

Maximum development exposure	*
Maximum speculative development exposure	25%
Maximum lot-size holding as a standing investment	*
Maximum lot-size holding permitted at purchase	*
Maximum exposure to limited partnerships	40%
Maximum exposure to joint ventures	30%
Maximum exposure to closed and open-ended property unit trusts	*

Source: Lothbury Investment Management Ltd

Portfolio distribution %

	Lothbury Property Trust	MSCI/AREF UK Quarterly Property Fund Index**		
		Other balanced funds	All balanced funds	All funds
Standard retail – South East	18.8	7.7	7.0	5.7
Standard retail – Rest of UK	4.3	3.6	3.6	3.8
Shopping centres	5.9	1.9	2.5	7.6
Retail warehouses	10.2	13.5	13.9	13.3
All UK retail	39.2	26.6	27.1	30.4
City offices	0.0	3.8	3.7	3.3
West End offices	18.1	7.6	8.3	7.3
Rest of South East offices	3.2	11.8	11.3	7.7
Rest of UK offices	3.7	5.8	5.8	4.9
All UK offices	24.9	28.9	29.0	23.2
South East industrial	15.9	18.9	19.1	15.3
Rest of UK industrial	5.5	10.1	10.1	8.0
All UK industrial	21.3	29.1	29.2	23.4
Other UK properties	10.3	11.0	9.7	18.8
Cash***	4.2	4.4	5.1	4.3
Overall	100.0	100.0	100.0	100.0

Source: Lothbury Investment Management Ltd

** MSCI/AREF UK Quarterly Property Fund Index (Sponsored by PropertyMatch)

Property ownership structure

	Number of assets	Valuation (GBPm)	% of total portfolio
Direct holdings	57	1,648.7	100.0
Joint and indirect holdings	0	0.0	0.0
Listed investments	0	0	0.0
Total	57	1,648.7	100.0

Source: Lothbury Investment Management Ltd

Largest direct investments by lot size & percentage of total portfolio

Property	Location	Sector	Valuation (GBPm)	% of total portfolio
25/31 James Street	London	Standard retail	161.3	9.8
1-2 Auriol Drive	Greenford	Industrial	105.3	6.4
The Clarendon Centre, Oxford	London	Shopping Centre	101.7	6.2
25-41 (Odd) Liverpool Road	London	Standard retail	80.0	4.9
55 St. James Street	London	Central London offices	77.2	4.7
1/2 Stanhope Gate	London	Central London offices	75.3	4.6
20 Rathbone Place	London	Central London offices	70.8	4.3
Blackwater Shopping Park	Farnborough	Retail warehouses	54.1	3.3
Broadland Unit Trust	Norwich	Other offices	47.3	2.9
Sainsburys Supermarket	Manchester	Standard retail	44.2	2.7
10 largest investments as % of portfolio			817.1	49.6

Source: Lothbury Investment Management Ltd

Direct portfolio structure by lot-size bands

Value band (GBPm)	Number of assets	Valuation (GBPm)	% of total portfolio
0 -2.5	2	2.4	0.1
2.5 - 5	2	8.3	0.5
5-10	7	38.4	2.3
10-25	22	341.1	20.7
25 - 50	16	532.6	32.3
50 - 100	5	357.7	21.7
100-150	2	207.0	12.6
Over 150	1	161.3	9.8
Total	57	1648.7	100.0
Average lot size		28.9	

Source: Lothbury Investment Management Ltd

Property Yield

Net initial yield 3.82%

Voids as % of ERV

Investments 2.58%

Nominal equivalent yield	4.24%	Developments	4.66%
True equivalent yield	4.36%	Total	7.24%
Net reversionary yield	4.51%		

Source: Lothbury Investment Management Ltd

Rental income & ERV by type of property

	Rental income %	Estimated rental value %
Standard retail	19.3	16.6
Retail warehousing	16.4	13.7
Shopping centres	7.2	8.2
Central London offices	15.1	16.2
Other offices	9.1	9.6
Industrial	21.8	21.9
Other	11.1	13.9
Overall	100.0	100.0

Source: Lothbury Investment Management Ltd

Comparison of rents passing and ERV by type of property*

Sector	Rent passing %	Pre-lets & rent-free periods %	Development voids %	Other voids %	Over rented %	Reversionary potential %	Net reversionary potential %	ERV %
Standard retail	101.5	6.1	-	-	(8.4)	0.8	(7.6)	100.0
Retail warehousing	104.7	1.6	-	0.1	(8.9)	2.6	(6.3)	100.0
Shopping centres	76.4	5.8	-	13.6	(4.9)	9.0	4.1	100.0
Central London offices	81.8	-	11.1	0.5	-	6.6	6.6	100.0
Other offices	82.5	7.5	-	7.8	(1.6)	3.8	2.2	100.0
Industrial	87.0	-	-	1.5	(0.3)	11.8	11.5	100.0
Other	69.9	-	19.6	1.4	(3.7)	12.8	9.1	100.0
Overall	87.3	2.4	4.5	2.5	-3.7	7.0	3.3	100.0

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

Source: Lothbury Investment Management Ltd

Listed Investments			
	% of Issue held	Valuation (GBPm)	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

The unexpired term of leases	
Years	% of rent passing
20 years or greater	5.6
15 years or greater, but less than 20	4.8
10 years or greater, but less than 15	9.2
5 years or greater, but less than 10	16.7
Less than 5 years	63.8

Source: Lothbury Investment Management Ltd

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

Source: Lothbury Investment Management Ltd

Debt analysis	
Fixed rate borrowings	Variable rate borrowings

Amount drawn (GBPm)	Average rate (%)	Average unexpired term (years)
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0

Source: Lothbury Investment Management Ltd

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

Development exposure*

	Capital value of developments			Cost to complete schemes in progress+
	Not yet started	In progress+	All developments	
GBPm	3.787	105.96	109.75	39.37
% of all directly held properties*	0.23%	6.43%	6.66%	2.39%

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

Source: Lothbury Investment Management Ltd

Valuations/performance monitors/affiliations

Frequency of valuation	Monthly
Valuers	Knight Frank & Cushman and Wakefield
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: Lothbury Investment Management Ltd

Restrictions on holdings of cash/borrowings

Maximum total gearing permitted	25%
for investment purposes	*
for liquidity purposes	*

Cash holdings (maximum)	*
Cash holdings (minimum)	*

Source: Lothbury Investment Management Ltd

The contribution of major tenants to rental income

Tenant	%
Sainsbury's Supermarkets Limited	8.0
Tesco Stores Ltd	6.8
Barclays Bank Plc	2.7
Marks & Spencer PLC	2.6
Evercore Partners International LLP	2.5
University of Durham	2.4
Aviva Central Services Limited	2.4
DSG Retail Limited	2.1
Pixelogic Media UK Ltd	2.0
Goldsmith's University Of London	1.7
Three largest tenants' contribution to rental income	17.5
Five largest tenants' contribution to rental income	22.6
Ten largest tenants' contribution to rental income	33.1

Source: Lothbury Investment Management Ltd

Balance sheet/gearing

	Direct holdings	Joint holdings	Indirect investments	Listed investments	Total
Balance sheet (GBPm)					
Properties at valuation	1648.7	0.0	0.0	0.0	1648.7
Listed investments	0.0	0.0	0.0	0.0	0.0
Debt	0.0	0.0	0.0	0.0	0.0
Cash	72.6	0.0	0.0	0.0	72.6
Other net assets/liabilities	2.9	0.0	0.0	0.0	2.9
Total net assets	1724.2	0.0	0.0	0.0	1724.2

Gearing (%)						
Net debt (cash)/properties	-4.4	-	-	-		-4.4
Net debt (cash)/equity	-4.2	-	-	-		-4.2

Source: Lothbury Investment Management Ltd

Quarterly data per unit						
As at	30-Dec-17	31-Mar-18	30-Jun-18	30-Sep-18	31-Dec-18	31-Mar-19
Bid (GBP)	1,923.58	1,941.94	1,980.44	1,987.14	1,983.97	1,951.80
Offer (GBP)	2,073.94	2,093.96	2,134.69	2,141.44	2,138.15	2,104.12
Mid (GBP)	1,998.76	2,017.95	2,057.56	2,064.29	2,061.06	2,027.96
Bid/offer spread	7.25%	7.26%	7.23%	7.21%	7.21%	7.24%
Net asset value (GBP)	1,956.54	1,975.43	2,013.86	2,020.23	2,017.12	1,985.02
Quarterly distribution (GBP)	0.00	15.73	16.69	14.84	16.08	15.45
Yield	0.00%	3.10%	3.12%	3.10%	3.13%	3.17%

Source: Lothbury Investment Management Ltd

Unit pricing

The price of the units is calculated on the 2nd Irish business day of each month, with reference to the Valuation Point which is at 11.59 pm on the last Irish Business Day of the preceding month.

Distributions

Distributions are made quarterly on 30 April, 31 July, 31 October and 31 January for the periods to 31 March, 30 June, 30 September and 31 December, respectively.

Minimum investment/disinvestment

The minimum initial investment is EUR100,000. There is no minimum additional investment or any minimum holding following a sale.

Creation, transfer and realisation of units

The trust is open to subscriptions on a monthly basis, with applications to be received by the last Irish business day of the month.

Redemptions must be notified in writing 10 business days before the last Irish business day of the quarter. Unitholders will be advised of the redemption price on the 2nd business day of the following quarter, and, in normal circumstances, the proceeds will be paid on the last Irish business day of the quarter following notification. In exceptional circumstances, redemption of some or all of the units may be suspended for up to twelve months. In extreme circumstances, as a last resort, which would arise only if a major proportion of unitholders wished to withdraw, the trust would be terminated and the net proceeds distributed to unitholders. Investors can trade their units on the secondary market, which allows for monthly transactions and improved liquidity. Secondary market transactions are arranged directly between the seller and the buyer, or via a third party broker. LIM is able to assist with the notification of availability of units on the secondary market to interested parties, as well as providing assistance with any documentation submitted for the trade.

Taxation

Capital Gains Tax

Since it is registered in Dublin, the trust is not subject to UK capital gains tax. Those investors subject to tax may be liable to capital gains tax on the redemption or sale of their units in the trust. (Lothbury is expected to continue to have distributor status.)

Income Tax

Distributions of income are made gross of UK income tax unless restrictions apply to a particular unitholder under the Inland Revenue's Non-resident Landlords Scheme.

Stamp duty reserve tax

No stamp duty is payable on the transfer of existing units.

Charges

The annual management fee is equivalent to 0.70% of the gross asset value of the portfolio. This includes the fee payable to the investment manager and the property advisor, but excludes fees payable to the Advisory Committee, Auditors and Valuers, estimated to total 0.1% pa.

	Number of unitholders	Total % held
Less than 1% of units in issue	80	31.3
1% or greater but less than 2%	13	16.4
2% or greater but less than 4%	7	18.7
4% or greater but less than 8%	2	9.0
Greater than 8.0%	1	24.7
Total	103	100.0
Major investors		
Largest holder	1	24.7
Three largest holders	3	33.7
Five largest holders	5	40.7
Ten largest holders	10	52.4
Internal/external investors		
Internal	1	0.1
External	102	100.0

Source: Lothbury Investment Management Ltd

Liquidity						
Period	Year to Dec 2014	Year to Dec 2015	Year to Dec 2016	Year to Dec 2017	Year to Dec 2018	Year to Dec 2019
Issues and redemptions						
Units in issue as at start of period	627,875	729,386	824,663	841,560	857,088	865,002
Units issued during period	101,739	96,217	18,793	16,444.22	7,927.99	1,797
Units redeemed during period	-227.00	-940.00	-1,896.00	-916.34	-14.00	-86
Units in issue at end of period	729,386	824,663	841,560	857,088	865,002	866,713
Unit transfers						
Matched bargains	73,973	62,166	67,058	34,110	62,942	4,085
Matched bargains %*	10.10%	7.50%	8.10%	3.23%	7.28%	0.47%

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

Source: Lothbury Investment Management Ltd