

# Standard Life Investments UK Real Estate Fund

## INVESTMENT POLICY AND OBJECTIVES

The Fund's investment objective is to achieve income and capital growth through investment predominantly in UK real commercial property (mainly the retail, office and industrial sectors, but possibly including smaller sectors such as leisure property). The Fund will seek geographic diversification across the UK amongst properties held. Its benchmark is the MSCI UK All Property Monthly Index.

## INVESTOR CONSTITUENCY

The Fund is open to investment by pension funds, charities, insurance companies, other corporate and institutional investors, and private individuals

Fund details	
Type of fund	Property Authorised Investment Fund
Residence	United Kingdom
Launch date	Dec 2004
Open/closed-ended	Open-ended
Earliest date of winding up	Not applicable
Year-end	31-Dec
NAV (GBPm)	1285.4

Source : STANDARD LIFE INVESTMENTS

Management/professional advisors	
Manager	Standard Life Investments (Mutual Funds) Ltd
Investment Advisor	Standard Life Investments
Fund Manager	George Shaw
Corporate trustee	Citibank International Limited
Auditors	KPMG LLP

Source : STANDARD LIFE INVESTMENTS

Investment rates of return, %		MSCI/AREF UK Quarterly Property Fund Index*		
	Standard Life Investments UK Real Estate Fund	Other Balanced Funds	All balanced funds	All funds
3 months	3.5	6.7	7.5	6.7
Year-to-date	10.4	18.0	19.1	17.3
12 months	10.4	18.0	19.1	17.3
3 years+	1.3	5.9	6.2	4.7
5 years+	3.0	7.1	7.0	5.9
10 years+	-	7.8	7.6	6.9

Sources: \* MSCI/AREF UK Quarterly Property Fund Index

Note: \* Weighted average returns  
+ Annualized

Property investment restrictions	
Maximum development exposure	*
Maximum speculative development exposure	10%
Maximum lot-size holding as a standing investment	10% (ex retail parks/shopping centres - max 15%)
Maximum lot-size holding permitted at purchase	10% (ex retail parks/shopping centres - max 15%)
Maximum exposure to limited partnerships	*
Maximum exposure to joint ventures	*
Maximum exposure to closed and open-ended property unit trusts	10%

Source : STANDARD LIFE INVESTMENTS

Portfolio distribution %	MSCI/AREF UK Quarterly Property Fund Index
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	Standard Life Investments UK Real Estate Fund	Other balanced funds	All balanced funds	All funds
Standard retail – South East	5.6	5.3	4.6	4.4
Standard retail – Rest of UK	3.0	1.6	1.9	2.9
Shopping centres	2.0	0.5	0.9	3.0
Retail warehouses	6.3	11.1	10.6	8.7
<b>All UK retail</b>	<b>16.9</b>	<b>18.4</b>	<b>18.0</b>	<b>19.1</b>
City offices	0.0	3.7	3.5	3.5
West End offices	0.0	8.0	7.9	7.0
Rest of South East offices	6.0	9.8	9.1	6.6
Rest of UK offices	15.9	5.6	5.2	4.7
<b>All UK offices</b>	<b>21.9</b>	<b>27.1</b>	<b>25.6</b>	<b>21.9</b>
South East industrial	29.9	25.0	25.9	21.9
Rest of UK industrial	11.7	14.2	13.8	11.1
<b>All UK industrial</b>	<b>41.6</b>	<b>39.2</b>	<b>39.7</b>	<b>33.0</b>
Other UK properties	19.6	10.7	10.2	21.1
Cash***	0.0	4.6	6.5	4.8
<b>Overall</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Source : STANDARD LIFE INVESTMENTS

\*\* MSCI/AREF UK Quarterly Property Fund Index

#### Property ownership structure

	Number of assets	Valuation (GBPm)	% of total portfolio
Direct holdings	50	1,285.4	100.0
Joint and indirect holdings	0	0	0
Listed investments	0	0	0
<b>Total</b>	<b>50</b>	<b>1,285.4</b>	<b>100.0</b>

Source : STANDARD LIFE INVESTMENTS

#### Largest direct investments by lot size & percentage of total portfolio

Property	Location	Sector	Valuation (GBPm)	% of total portfolio
IO CENTRE & TRADEWAY, KIMPTON INDUSTRIAL ESTATE, S	SUTTON	Industrial	50m - 75m	5.5
24 MINORIES	LONDON	Hotel	50m - 75m	5.4
MASTHEAD INDUSTRIAL ESTATE, CROSSWAYS BUSINESS PAR	DARTFORD	Industrial Other	50m - 75m	5.0
180 STRATFORD HIGH	LONDON	Residential	50m - 75m	4.9
ARLA DAIRY SITE, VICTORIA ROAD, SOUTH RUISLIP, UK	RUISLIP	Retail Other	50m - 75m	4.8
SOLAR PARK, HIGHLANDS ROAD, SOLIHULL, BIRMINGHAM,	SOLIHULL	Industrial Other	50m - 75m	4.4
LEAMINGTON SHOPPING PARK, ROYAL LEAMINGTON SPA, WA	WARWICK	Retail Park	50m - 75m	4.3
SUNLIGHT HOUSE	SALE	Office	25m - 50m	3.6
THE BRIDGE	EDINBURGH	Hotel	25m - 50m	3.5
TRIPLE TWO CENTRE	BECKENHAM	Industrial Other	25m - 50m	3.4
<b>10 largest investments as % of portfolio</b>				<b>44.7</b>

Source : STANDARD LIFE INVESTMENTS

#### Direct portfolio structure by lot-size bands

Value band (GBPm)	Number of assets	Valuation (GBPm)	% of total portfolio
0 -2.5	2	2.1	0.2
2.5 - 5	2	6.1	0.5
5-10	3	25.4	2.0
10-25	21	326.6	25.4
25 - 50	15	484.1	37.7
50 - 100	7	441.1	34.3
100-150	0	0.0	0.0
Over 150	0	0.0	0.0
<b>Total</b>	<b>50.0</b>	<b>1285.4</b>	<b>100.0</b>
Average lot size		25.7	

Source : STANDARD LIFE INVESTMENTS

Property Yield

Voids as % of ERV

Net initial yield	3.92%	Investments	9.54%
Nominal equivalent yield	5.31%	Developments	-
True equivalent yield	5.31%	Total	-
Net reversionary yield	5.36%		

Source : STANDARD LIFE INVESTMENTS

Rental income & ERV by type of property		
	Rental income %	Estimated rental value %
Standard retail	10.1	7.3
Retail warehousing	8.0	8.2
Shopping centres	3.2	2.9
Central London offices	0.0	0.0
Other offices	25.6	30.1
Industrial	33.8	32.6
Other	19.2	18.9
<b>Overall</b>	<b>100.0</b>	<b>100.0</b>

Source : STANDARD LIFE INVESTMENTS

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	5.7	0.0	0.0	3.5	-10.1	-5.4	-15.5	93.9
Retail warehousing	4.5	1.2	0.0	18.0	-4.6	32.5	27.9	131.4
Shopping centres	1.8	2.1	0.0	12.7	-6.8	21.5	14.6	119.3
Central London offices	-	-	-	-	-	-	-	-
Other offices	14.4	4.4	0.0	36.6	-0.6	56.7	56.1	152.3
Industrial	19.0	3.6	0.0	7.1	-3.1	28.7	25.6	125.0
Other	10.8	0.0	0.0	3.5	-3.3	27.4	24.1	127.4
<b>Overall</b>	<b>56.1</b>	<b>2.5</b>	<b>0.0</b>	<b>14.6</b>	<b>-3.4</b>	<b>32.3</b>	<b>28.8</b>	<b>129.7</b>

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

Source : STANDARD LIFE INVESTMENTS

The unexpired term of leases	
Years	% of rent passing
20 years or greater	15.8
15 years or greater, but less than 20	11.9
10 years or greater, but less than 15	13.2
5 years or greater, but less than 10	28.6
Less than 5 years	30.5

Source : STANDARD LIFE INVESTMENTS

Development exposure*			
	Capital value of developments		
	Not yet started	In progress+	All developments
GBPm	0.0	0.0	0.0
% of all directly held properties*	0.00%	0.00%	0.00%

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

+ Including schemes to which the fund is contractually committed

Source : STANDARD LIFE INVESTMENTS

Valuations/performance monitors/affiliations	
Frequency of valuation	Monthly
Valuers	CBRE and JLL
Portfolio performance monitored by MSCI	Yes
Constituent of MSCI/AREF UK Quarterly Property Fund Index	No
Member of the Association of Real Estate Funds	Full member

Source : STANDARD LIFE INVESTMENTS

Restrictions on holdings of cash/borrowings	
Maximum total gearing permitted	10%
for investment purposes	-
for liquidity purposes	-
Cash holdings maximum/minimum	Target range 0 – 20%

Source : STANDARD LIFE INVESTMENTS

Note: The fund has the power to borrow up to 10% of the value of the property of the fund. There is no intention to gear the portfolio under normal circumstances but the fund may borrow from time to time to meet short term liquidity requirements if required.

The contribution of major tenants to rental income	
Tenant	%
MOTEL ONE (UK) LTD	3.9
ASDA STORES LIMITED	3.5
WEATHERFORD UK LIMITED	3.2
TP BENNETT	2.9
BOOKING.COM TRANSPORT LTD	2.7
TESCO PROPERTY NOMINEES (NO'S 5&6) LTD	2.6
THE PRUDENTIAL ASSURANCE COMPANY LTD	2.5
WOKING BC	2.1
TECHNIP UK LIMITED	2.1
CINE-UK LTD	2.0
Three largest tenants' contribution to rental income	10.6
Five largest tenants' contribution to rental income	16.2
Ten largest tenants' contribution to rental income	27.6

Source : STANDARD LIFE INVESTMENTS

Balance sheet/gearing					
	Direct holdings	Joint holdings	Indirect investments	Listed investments	Total
Balance sheet (GBPm)					
Properties at valuation	1285.4	0.0	0.0	0.0	1285.4
Listed investments	0.0	0.0	0.0	0.0	0.0
Debt	0.0	0.0	0.0	0.0	0.0
Cash	0.0	0.0	0.0	0.0	0.0
Other net assets/liabilities	0.0	0.0	0.0	0.0	0.0
Total net assets	1285.4	0.0	0.0	0.0	1285.4
Gearing (%)					
Net debt (cash)/properties	0.0	-	-	-	0.0
Net debt (cash)/equity	0.0	-	-	-	0.0

Source : STANDARD LIFE INVESTMENTS

Quarterly data per unit						
As at	30-Sep-20	31-Dec-20	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21
Single price per unit (GBP)						
A Accumulation units	1.141	1.159	1.109	1.529	1.582	1.215
A Income units	0.921	0.927	0.880	0.846	0.867	0.943
B Accumulation units	1.173	1.193	1.142	1.345	1.393	1.256
B Income units	0.955	0.962	0.915	1.002	1.027	0.984
Earned per unit (GBP)						
A Accumulation units	1.074	1.088	0.342	0.862	0.973	0.910
A Income units	0.866	0.870	0.192	0.682	0.763	0.708
B Accumulation units	1.105	1.120	0.291	0.862	0.976	0.912
B Income units	0.899	0.903	0.220	0.611	0.793	0.715

Source : STANDARD LIFE INVESTMENTS

## Unit pricing

The fund changed from dual priced to a single swinging price with effect from 18th March 2016.

The unit price is re-calculated daily at 12 pm. The Cut-Off Point by which the Authorised Corportae Director must have received applications to deal in Shares is 11.59am

## Distributions

The units are priced on an XD basis on the first day of every month. Payment is on the last day of every month (with the exception of the year end, when the Fund goes XD on 1 January and the Payment date is 15 February).

### **Minimum investment/disinvestment**

The minimum investment is GBP500 unless it represents a regular monthly contribution, when the minimum amount is GBP50 (with a monthly maximum per investor of GBP50,000). The minimum disinvestment is not less than GBP100, ensuring that at least GBP250 remains invested. There is a limit a maximum value of units (currently GBP5m) on the value of units that may be sold by the manager to a single investor in any calendar month. (All of these amounts are subject to the discretion of the Fund Manager.)

### **Creation, transfer and realisation of units**

Units can be bought or sold by giving notice on any business day between 9.00 am and 5.00 pm. Units are bought or sold at the price calculated at the next valuation point ie 12 pm on the following day. The proceeds of a sale will normally be posted within four workings days after the receipt of written sale instructions. In the case of telephone instructions, settlement will be made on receipt of a completed form of renunciation which is issued with the contact note.

The manager reserves the right to suspend the issue and redemption of units for up to 28 days where this is in the interests of unit holders, and to defer redemptions for up to six months if there is insufficient liquidity in the fund to facilitate daily redemptions.

### **Taxation**

The PAIF Fund is generally exempt from United Kingdom tax on capital gains realised on the disposal of its investments (including interest-paying securities and derivatives).

The PAIF Fund qualifies as a PAIF for tax purposes. Accordingly, the income generated by its Property Investment Business will be exempt from tax. Any dividend income it receives from United Kingdom companies or, in general, from non-United Kingdom companies will also be exempt from tax. It would, however, be subject to tax in the unlikely event that there should be a net balance of other income, which will generally consist of interest but could include other property income, less deductible expenses and the gross amount of any PAIF interest distributions made, or a tax charge otherwise arises.

The distributions of the PAIF Fund will be split into up to three streams for United Kingdom tax purposes:

- property income distributions, representing income from the PAIF Fund's Property Investment Business;
- PAIF dividend distributions representing any dividends received by the PAIF Fund and certain other income; and
- PAIF interest distributions representing the net amount of all other income received by the PAIF Fund

### **The Sub-funds ( Feeder Funds)**

The Sub-funds are exempt from United Kingdom tax on capital gains realised on the disposal of their investment in the Standard Life Investments PAIF. The Sub-funds will receive income (or be deemed to do so in the case of accumulation Units) from the Standard Life Investments PAIF. This will be streamed for tax purposes into up to three parts depending on the nature of the income generated by the Standard Life Investments PAIF:

- property income distributions (representing property income received by the Standard Life Investments PAIF) will be received net of 20% tax and no further corporation tax will be payable by the Sub-fund in question on them;
- PAIF dividend distributions (representing any dividends received by the Standard Life Investments PAIF and certain other income) will be exempt from corporation tax; and
- PAIF interest distributions (representing the net amount of all other income received by the Standard Life Investments PAIF) will be received net of 20% tax and no further corporation tax will be payable by the Sub-fund in question on them.

Each Sub-fund will pay all distributable income as dividend distributions (or accumulate it within the Sub-fund in the case of accumulation Units).

### **Income Tax**

Distributions are classed as dividends which carry a tax credit at the rate of 10% of the gross income. Individual unitholders whose income is within the lower or base rate bands will have no further tax to pay. Higher rate taxpayers can set the tax credit against their tax liability, which will be charged at a rate of 32.5% on dividend income

### **Stamp duty reserve tax**

Transfers of units attract SDRT at the standard rate, currently 0.5%.

### **Corporation tax**

Only the Feeder Fund is subject to corporation tax at the rate of 20%.

## Fees

The fees changed on the 31st March and should be as follows:-

	Retail (bps)	Platform (bps)	Inst (bps)
AMC	130	75	75
Platform fee	N/A	5	n/a
Registrar fee	N/A	8	8

Retail share class AMC reduced to 130bps on 31st March. (8bps registrar fee is wrapped up within the AMC for the Retail share class)

- Launch of Platform 1 share class at 75bps AMC.
- Inclusion of 5bps platform charge within the additional expenses of the Platform 1 share class.
- Inclusion of the 8bps Registrar fee within the additional expenses for Platform 1 and Institutional share classes.

<b>XD date</b>	The first day of each month
<b>Valuation Point</b>	12 Noon on any dealing day
<b>Dealing Days for Subscriptions</b>	Any Business Day
<b>Cut off point for Subscriptions</b>	In respect of any Dealing Day, 12.00 noon on that Dealing Day
<b>Dealing Days for Redemptions</b>	Any Business Day
<b>Cut off point for Redemptions</b>	In respect of any Dealing Day, 12.00 noon on that Dealing Day

Classes of Shares	Retail	Institutional	Feeder	Platform 1	Standard Life	Institutional "A"
<b>Types of shares available</b>	Income Accumulation	Income Accumulation	Income Accumulation	Income Accumulation	Income Accumulation	Accumulation
<b>Currency of Denomination</b>	Pounds Sterling	Pounds Sterling	Pounds Sterling	Pounds Sterling	Pounds Sterling	Pounds Sterling
<b>Initial Charge</b>	7.50%	7.50%	0.00%	0.00%	0.00%	7.50%
<b>Redemption Charge</b>	N/A	N/A	N/A	N/A	N/A	N/A
<b>Annual management charge</b>	1.30%	0.75%	0.00%	0.75%	0.00%	1.50%
<b>Minimum Initial investment</b>	£50,000*	£5,000,000*	£1,000,000	£2,000,000	£1,000,000	£5,000,000
<b>Minimum Initial investment</b>	N/A	N/A	N/A	N/A	N/A	N/A
<b>Minimum Holding</b>	£25,000*	£50,000	£50,000	£50,000	£50,000	£50,000
<b>Minimum Redemption</b>	£2,500*	£5,000*	£5,000	£5,000	£5,000	£5,000
<b>Regular Savings plan</b>	N/A	N/A	N/A	N/A	N/A	N/A
<b>Charges taken from Income</b>	No	No	No	No	No	No

## Unit holder analysis

	Number of unitholders	Total % held
Less than 1% of units in issue	1,613	37.5
1% or greater but less than 2%	6	10.0
2% or greater but less than 4%	8	21.1
4% or greater but less than 8%	4	21.9
Greater than 8.0%	1	9.5
<b>Total</b>	<b>1,632</b>	<b>100.0</b>
Major investors		
Largest holder	1	9.5
Three largest holders	3	21.2
Five largest holders	5	31.4
Ten largest holders	10	46.1
Internal/external investors		
Internal	2	0.0
External	1,630	0.0

Source : STANDARD LIFE INVESTMENTS

## Liquidity – Conversion to PAIF

Period Units**	31-Dec-21	31-Dec-21	31-Dec-21	31-Dec-21
Issues and redemptions*	Retail Acc	Institutional Acc	Retail Inc	Institutional Inc

Units in issue as at start of period	12,741,178	142,419,758	1,152,172	3,549,673
Units issued during period	0	0	0	0
Units redeemed during period	-46,968,354	-11,034,281	-1,933,044	-6,771,870
Units in issue at end of period	59,709,532	153,454,039	3,085,216	10,321,543
<b>Unit transfers</b>				
Matched bargains	0	0	0	0
Matched bargains %	0	0	0	0

Note: \* Income units and accumulation units

\*\* As of Q2 2014 the fund changed to a PAIF and Feeder fund in which the structure of units changed