

# AEW UK Real Return Fund

## INVESTMENT POLICY AND OBJECTIVES

The AEW UK Real Return Fund ("the Fund") strategy is to align the real benefits of property with the needs of long-term savers. It aims to deliver better risk adjusted liability focused returns, with inflation-linked cash flow and income growth central to strategy. The Fund has a total real return performance target and will access a wider UK investible universe of traditional and alternative sectors such as healthcare, leisure, car parks, social infrastructure and student housing, aiming to generate greater diversification and lower volatility.

## INVESTOR CONSTITUENCY

The Fund is open to investment by UK and Overseas Corporate Pension Funds, Local Authorities, Charities, SIPPS, UK and Overseas Corporates and Wealth Managers.

Fund details	
Type of fund	Property Authorised Investment Fund
Residence	UK
Launch date	Q1 2016
Open/closed-ended	Open-ended
Earliest date of winding up	N/A
Year-end	31 December
NAV (GBPm)	146.6

Source: AEW

Management/professional advisors	
Manager	AEW UK
Investment Advisor	AEW UK
Fund Manager	Ian Mason
Depository	BNY Mellon Trust & Depository
Auditors	KPMG

Source: AEW

Investment rates of return, %		MSCI/AREF UK Quarterly Property Fund Index*		
	AEW UK Real Return Fund	Long income Funds	All balanced funds	All funds
3 months	-0.1	0.6	-1.3	-1.8
Year-to-date	-0.1	0.6	-1.3	-1.8
12 months	4.4	4.6	0.0	-1.3
3 years+	7.6	6.9	4.8	3.9
5 years+	0.0	6.9	5.8	5.1
10 years+	0.0		7.1	6.9

Note: \* Weighted average returns (Annualized)

Source: MSCI/AREF UK Quarterly Property Fund Index

\*\* Target 4% pa total real return

Property investment restrictions	
Maximum development exposure	20% (pre let development)
Maximum speculative development exposure	Not Permitted
Maximum lot-size holding as a standing investment	n/a
Maximum lot-size holding permitted at purchase	10%
Maximum exposure to limited partnerships	*
Maximum exposure to joint ventures	*
Maximum exposure to closed and open-ended property unit trusts	Not Permitted

Note: \*None specified

Source: AEW

Portfolio distribution %		MSCI/AREF UK Quarterly Property Fund Index**		
	AEW UK REAL RETURN FUND*	Long Income Funds	All balanced funds	All funds
Standard retail – South East***	8.6	8.85	6.34	5.40
Standard retail – Rest of UK***	13.2	8.74	2.98	3.50
Shopping centres	0.0	0.69	1.83	6.06
Retail warehouses	0.0	1.93	11.35	10.09
<b>All UK retail</b>	<b>21.8</b>	<b>20.20</b>	<b>22.51</b>	<b>25.05</b>
City offices	0.0	3.74	3.74	3.18

West End offices	0.0	2.46	8.42	7.06
Rest of South East offices	0.0	5.44	10.95	7.72
Rest of UK offices	2.0	10.75	5.90	5.53
<b>All UK offices</b>	<b>2.0</b>	<b>22.39</b>	<b>29.01</b>	<b>23.49</b>
South East industrial	7.7	2.16	20.30	16.33
Rest of UK industrial	4.7	6.31	10.53	8.54
<b>All UK industrial</b>	<b>12.3</b>	<b>8.47</b>	<b>30.83</b>	<b>24.86</b>
Other UK properties	60.3	47.12	10.58	21.67
Cash	3.5	1.82	7.08	4.93
<b>Overall</b>	<b>100.0</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

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

\*\*\* MSCI Standard Retail Definition includes public houses, car showrooms and other alternative sub sectors.

Property ownership structure			
	Number of assets	Valuation (GBPm)	% of total portfolio
Direct holdings	49	141.4	100.0
Joint and indirect holdings	0	0.0	0.0
Listed investments	0	0.0	0.0
<b>Total</b>	<b>49</b>	<b>141.4</b>	<b>100.0</b>

Source: AEW

Largest direct investments by lot size & percentage of total portfolio				
Property	Location	Sector	Valuation (GBPm)	% of total portfolio
THE RESIDENCES	MIDDLESBROUGH	Residential – Hospital Accommodation	10-15	10-15%
SPRINGHILL CARE CENTRE	ACCRINGTON	Healthcare	10-15	10-15%
LARKLAND HOUSE CARE CENTRE	ASCOT	Healthcare	5-10	5-10%
CROSS POINT	COVENTRY	Leisure Park (whole or part)	5-10	5-10%
ASHLANDS MEWS AND ST GEORGE'S	LEICESTER	Healthcare	5-10	5-10%
THE POINT	BOREHAMWOOD	Leisure Park (whole or part)	5-10	5-10%
TRAVELODGE HOTEL	WEST BROMWICH	Hotel – Not categorised	5-10	5-10%
Clifton Boulevard	NOTTINGHAM	Leisure Park (whole or part)	5-10	5-10%
HOLMES COURT AND HOLMES HOUSE	WIGSTON	Healthcare	0-5	0-5%
JABLITE, UNIT A,	ARUNDEL	Industrial	0-5	0-5%
<b>10 largest investments as % of portfolio</b>			<b>74.7</b>	<b>52.8</b>

Source: AEW

Direct portfolio structure by lot-size bands			
Value band (GBPm)	Number of assets	Valuation (GBPm)	% of total portfolio
0 -2.5	29	34.1	24.1
2.5 - 5	12	41.7	29.5
5-10	6	40.9	28.9
10-25	2	24.8	17.5
25 - 50	-	-	-
50 - 100	-	-	-
100-150	-	-	-
Over 150	-	-	-
<b>Total</b>	<b>49</b>	<b>141.4</b>	<b>100.0</b>
Average lot size		2.9	

Source: AEW

Property Yield		Voids as % of ERV	
Net initial yield	6.24%	Investments	0.00%
Nominal equivalent yield	6.53%	Developments	0.00%
True equivalent yield	6.57%	<b>Total</b>	<b>0.00%</b>
Net reversionary yield	7.10%		

Source: Knight Frank

Source: Knight Frank

Rental income & ERV by type of property		
	Rental income %	Estimated rental value %
Standard retail	23.4	25.4
Retail warehousing	0.0	0.0
Shopping centres	0.0	0.0
Central London offices	0.0	0.0

Other offices	2.3	2.3
Industrial	13.4	13.7
Other	60.9	58.6
<b>Overall</b>	<b>100.0</b>	<b>100.0</b>

Source: AEW

#### 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	2.2	3.8	0.0	0.0	-7.5	13.1	5.6	109.4
Retail warehousing	-	-	-	-	-	-	-	-
Shopping centres	-	-	-	-	-	-	-	-
Central London offices	-	-	-	-	-	-	-	-
Other offices	0.2	0.0	0.0	0.0	0.0	0.0	0.0	99.9
Industrial	1.3	0.0	0.0	0.0	0.0	2.9	2.9	102.9
Other	5.8	1.2	0.0	0.0	-6.7	2.7	-4.0	97.1
<b>Overall</b>	<b>9.4</b>	<b>1.6</b>	<b>0.0</b>	<b>0.0</b>	<b>-5.9</b>	<b>5.1</b>	<b>-0.8</b>	<b>100.8</b>

Source: AEW

\* 84% of income linked to inflation or fixed uplifts

#### Listed Investments

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

#### The unexpired term of leases\*

Years	% of rent passing
20 years or greater	34.0
15 years or greater, but less than 20	26.0
10 years or greater, but less than 15	11.2
5 years or greater, but less than 10	14.8
Less than 5 years	14.1

Source: AEW

\* WAULT to break 16.1 years

#### Joint and Indirect property holdings

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

Source: AEW

#### 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)+
-	-	-		-	-	-
-	-	-		-	-	-
-	-	-		-	-	-
-	-	-		-	-	-
-	-	-		-	-	-

Source: AEW

#### Development exposure\*

Capital value of developments

	Not yet started	In progress+	All developments	Cost to complete schemes in progress+
GBPm	-	-	-	-
% of all directly held properties*	-	-	-	-

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

#### Valuations/performance monitors/affiliations

Frequency of valuation	Monthly
Valuers	Knight Frank
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: AEW

#### Restrictions on holdings of cash/borrowings

Maximum total gearing permitted	
For investment purposes	*
Cash holdings (maximum)	10%**

Source: AEW

\*Long term gearing not permitted

\*\*Due to unit creations. Can be higher due to strategy

#### The contribution of major tenants to rental income

Tenant	%
PRIME LIFE LIMITED	18.1
TENPIN LTD	8.6
SOUTH TEES NHS TRUST	8.0
VOLKSWAGEN GROUP UK LIMITED	6.0
CARE UK COMMUNITY PARTNERSHIPS LTD	5.2
JABLITE LIMITED	3.7
TRAVELODGE HOTELS LTD	3.6
BARCLAY & MATHIESON LTD	3.2
BUZZ GROUP LIMITED	3.1
TESCO STORES LIMITED	2.6
Three largest tenants' contribution to rental income	34.7
Five largest tenants' contribution to rental income	45.9
Ten largest tenants' contribution to rental income	62.1

Source: AEW

#### Balance sheet/gearing

	Direct holdings	Joint holdings	Indirect investments	Listed investments	Total
Balance sheet (GBPm)					
Properties at valuation	141.4	0.0	0.0	0.0	141.4
Listed investments	0.0	0.0	0.0	0.0	0.0
Debt	0.0	0.0	0.0	0.0	0.0
Cash	5.2	0.0	0.0	0.0	5.2
Other net assets/liabilities	0.0	0.0	0.0	0.0	0.0
<b>Total net assets</b>	<b>146.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>146.6</b>
Gearing (%)					
Net debt (cash)/properties	-3.7	-	-	-	-3.7
Net debt (cash)/equity	-3.5	-	-	-	-3.5

Source: AEW

#### Quarterly data per unit

As at	31-Dec-18	31-Mar-19	30-Jun-19	30-Sep-19	31-Dec-19	31-Mar-20
Bid (GBP)	1.020	1.020	1.017	1.018	1.026	1.011
Offer (GBP)	1.106	1.106	1.103	1.104	1.112	1.097
Bid/offer spread	7.8%	7.8%	7.8%	7.8%	7.8%	7.8%
Net asset value (GBP)	1.035	1.036	1.032	1.034	1.041	1.027
Quarterly distribution (GBP)	0.0141	0.0134	0.0131	0.0140	0.0134	0.0133
Yield	5.3%	5.3%	5.3%	5.3%	5.2%	5.2%

Note: \*The Fund's distribution yield is calculated once it has made four quarterly distributions

\*\*Based on MSCI methodology as a Percentage of Offer Price. Bid / offer spread as a Percentage of NAV price is 8.3%

Source: AEW

#### Unit pricing

The Fund's NAV and the bid / offer price of its units are calculated on the date of the monthly revaluation of the portfolio as at the last day of each month.

### Distributions

Distributions are declared on a quarterly basis and paid within two months of the end of the quarter during which they were earned.

### Minimum investment/disinvestment

A minimum initial investment of £1,000,000, although the Manager may approve smaller holdings.

### Creation, transfer and realisation of units

Units may be issued by the Depository on the direction of the Manager on giving notice at least 14 business days ahead of the next Dealing Day for Subscriptions which is the first business day in each calendar month.

### Redemptions

Units may be redeemed on written notice to be received by the Manager at least one month prior to the next Dealing Day for Redemptions which is the first business day in each calendar month. At its discretion and in consultation with the Governance Committee, the Manager may defer redemptions for up to six months.

### Taxation

#### Capital Gains Tax

The Fund is not subject to capital gains tax.

#### Income Tax

The Fund qualifies as a PAIF for tax purposes. Accordingly, the income generated by their Property Investment Business will be exempt from tax.

### Charges

**Annual charges:** The Fund Manager is entitled to an annual fee (payable monthly) equivalent to 0.75% pa of the Net Asset Value of the Fund.

Unit holder analysis		
	Number of unitholders	Total % held
Less than 1% of units in issue	6	0.8
1% or greater but less than 2%	1	1.5
2% or greater but less than 4%	1	3.5
4% or greater but less than 8%	2	9.2
Greater than 8.0%	7	85.0
<b>Total</b>	<b>17</b>	<b>100.0</b>
Major investors		
Largest holder	1	17.0
Three largest holders	3	44.6
Five largest holders	5	65.9
Ten largest holders	10	97.7
Internal/external investors		
Internal	2	0.2
External	15	99.8

Source: AEW

Liquidity					
Period	Year to Dec 2016	Year to Dec 2017	Year to Dec 2018	Year to Dec 2019	Year to Dec 2020
<b>Issues and redemptions</b>					
Units in issue as at start of period	-	55,537,227	82,112,727	127,943,693	142,573,871
Units issued during period	55,537,227	26,575,500	45,830,966	17,981,717	241,278
Units redeemed during period	-	-	-	-3351539	0
Units in issue at end of period	55,537,227	82,112,727	127,943,693	142,573,871	142,815,149
<b>Unit transfers</b>					
Matched bargains	-	-	-	-	-
Matched bargains %*	-	-	-	-	-

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

Source: AEW