

## PATRIZIA Hanover Property Unit Trust

### INVESTMENT POLICY AND OBJECTIVES

An actively managed, diversified balanced UK property fund, seeking to outperform the Other Balanced Property Funds Index. The Evergreen portfolio (70%) consists of assets with long-term business plans, offering a diversified and sustainable income with good prospects of income and capital growth. The Dynamic portfolio (30%) consists of assets with shorter, more defined business plans of 3-5 years to allow the portfolio to stay relevant and deliver out-performance. Dependent on the asset management outcome, these assets could feed the Evergreen portfolio.

### INVESTOR CONSTITUENCY

The Trust is open to investment by pension funds, investment trusts, charities, and other UK and overseas corporate and institutional investors. Units may also be issued to individuals whom the Manager is satisfied are investing on the advice of an appropriately qualified financial advisor.

Fund details	
Type of fund	Unauthorised property unit trust
Residence	Jersey
Launch date	July 1967
Open/closed-ended	Open-ended
Earliest date of winding up	Not applicable
Year-end	30-Sep
NAV (GBPm)	515.6

Source: PATRIZIA Property Investment Managers LLP

Management/professional advisors	
Fund Manager	PATRIZIA Hanover Real Estate Management Ltd
Investment Advisor	PATRIZIA Property Investment Managers LLP
Property Fund manager	Mischa Davis
Trustee	BNP Paribas Securities Services
Auditors	Deloitte

Source: PATRIZIA Property Investment Managers LLP

Investment rates of return, %	PATRIZIA Hanover Property Unit Trust	MSCI/AREF UK Quarterly Property Fund Index		
		Other balanced funds	All balanced funds	All funds
3 months	0.4	0.3	0.3	0.0
Year-to-date	2.1	1.8	1.6	0.7
12 months	2.1	1.8	1.6	0.7
3 years+	7.8	6.5	6.0	5.3
5 years+	7.9	7.2	6.6	6.0
10 years+	7.9	8.1	7.7	7.7

Source: PATRIZIA Property Investment Managers LLP

Property investment restrictions	
Maximum development exposure	*
Maximum speculative development exposure	30%
Maximum lot-size holding as a standing investment	25%
Maximum lot-size holding permitted at purchase	*

Maximum exposure to limited partnerships

Maximum exposure to joint ventures

Maximum exposure to closed and open-ended property unit trusts

Source: PATRIZIA Property Investment Managers LLP

## Portfolio distribution %

	PATRIZIA Hanover Property Unit Trust	MSCI/AREF UK Quarterly Property Fund Index		
		Other balanced funds	All balanced funds	All funds
Standard retail – South East	0.0	7.4	6.8	5.6
Standard retail – Rest of UK	2.4	3.0	3.2	3.6
Shopping centres	8.7	1.3	2.0	6.6
Retail warehouses	4.6	12.3	12.0	10.8
<b>All UK retail</b>	<b>15.7</b>	<b>24.0</b>	<b>23.9</b>	<b>26.5</b>
City offices	0.0	3.6	3.3	2.9
West End offices	0.0	7.6	8.0	6.7
Rest of South East offices	17.0	11.6	10.8	7.6
Rest of UK offices	12.8	6.3	5.9	5.0
<b>All UK offices</b>	<b>29.7</b>	<b>29.1</b>	<b>28.0</b>	<b>22.2</b>
South East industrial	33.2	19.6	19.9	15.9
Rest of UK industrial	15.3	10.5	10.2	8.3
<b>All UK industrial</b>	<b>48.5</b>	<b>30.1</b>	<b>30.1</b>	<b>24.2</b>
Other UK properties	5.5	11.7	10.7	21.4
Cash***	0.6	5.1	7.3	5.7
<b>Overall</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Source: PATRIZIA Property Investment Managers LLP

## Property ownership structure

	Number of assets	Valuation (GBPm)	% of total portfolio
Direct holdings	21	553.3	100.0
Joint and indirect holdings	0	0.00	0.0
Listed investments	0	0.0	0.0
<b>Total</b>	<b>21</b>	<b>553.3</b>	<b>100.0</b>

Source: PATRIZIA Property Investment Managers LLP

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

Property	Location	Sector	Valuation (GBPm)	% of total portfolio
Thorp Arch	Wetherby	Industrial / Retail	75-80	14.0
Mole Business Park	Leatherhead	Industrial / Office	65-70	12.2
Westcott Venture Park	Aylesbury	Industrial	60-65	11.3
Annan House	Aberdeen	Office	40-45	7.7
Coda Studios	Fulham	Office	40-45	7.7
Court Lane	Iver	Industrial	25-30	5.0
9-10 St Andrew Square	Edinburgh	Office	25-30	5.0
Verulam Point	St Albans	Office	20-25	4.1
Blackheath Road	London	Retail Warehouse	20-25	4.1
St Nicholas Arcade	Lancaster	Shopping Centre	20-25	4.1
<b>10 largest investments as % of portfolio</b>				<b>75.0</b>

Source: PATRIZIA Property Investment Managers LLP

## Direct portfolio structure by lot-size bands

Value band (GBPm)	Number of assets	Valuation (GBPm)	% of total portfolio
0 -2.5	0	0.0	0.0
2.5 - 5	0	0.0	0.0
5-10	5	40.3	7.3
10-25	9	158.2	28.6

25 - 50	4	142.1	25.7
50 - 100	3	212.8	38.5
100-150	0	0.0	0.0
Over 150	0	0.0	0.0
<b>Total</b>	<b>21</b>	<b>553.3</b>	<b>100.0</b>
Average lot size		26.3	

Source: PATRIZIA Property Investment Managers LLP

Property Yield		Voids as % of ERV	
Net initial yield	5.17%	Investments	12.37%
Nominal equivalent yield	6.73%	Developments	0.00%
True equivalent yield	6.76%	Total	12.37%
Net reversionary yield	6.92%		

Source: PATRIZIA Property Investment Managers LLP

Rental income & ERV by type of property		
	Rental income %	Estimated rental value %
Standard retail	3.2	3.1
Retail warehousing	3.1	4.2
Shopping centres	16.6	14.7
Central London offices	0.0	0.0
Other offices	29.0	30.4
Industrial	45.7	43.1
Other	2.5	4.5
<b>Overall</b>	<b>100.0</b>	<b>100.0</b>

Source: PATRIZIA Property Investment Managers LLP

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	1.0	0.0	0.0	0.3	-0.2	0.0	-0.1	119.4	
Retail warehousing	1.0	0.0	0.0	0.7	0.0	0.0	0.0	168.0	
Shopping centres	5.3	0.0	0.0	0.6	-0.8	0.7	-0.1	109.9	
Central London offices	-	-	-	-	-	-	-	-	
Other offices	9.4	0.0	0.0	1.5	0.0	1.3	1.2	129.5	
Industrial	14.7	0.0	0.0	1.8	-0.9	1.6	0.7	116.7	
Other	0.8	0.0	0.0	0.0	0.0	1.0	1.0	225.2	
<b>Overall</b>	<b>32.3</b>	<b>0.0</b>	<b>0.0</b>	<b>4.9</b>	<b>-1.9</b>	<b>4.6</b>	<b>2.7</b>	<b>123.7</b>	

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

Source: PATRIZIA Property Investment Managers LLP

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	0.0	0.0	0.0

The unexpired term of leases	
Years	% of rent passing
20 years or greater	7.3
15 years or greater, but less than 20	13.0
10 years or greater, but less than 15	4.9
5 years or greater, but less than 10	14.9

Source: PATRIZIA Property Investment Managers LLP

**Joint and indirect property holdings**

Holdings	Sector	Joint/Indirect	Vehicle Type	Ownership %	Valuation	Est. % of total portfolio
THE INDUSTRIAL PUT	Industrial	INDIRECT RE	0.0	100.0	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	0.0	0.0

Source: PATRIZIA Property Investment Managers LLP

**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	40	1.25%	-120.1
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: PATRIZIA Property Investment Managers LLP

**Development exposure\***

	Capital value of developments			Cost to complete schemes in progress+
	Not yet started	In progress+	All developments	
GBPm	0	14.7	14.7	4.2
% of all directly held properties*	0.00%	2.66%	2.66%	0.76%

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

Source: PATRIZIA Property Investment Managers LLP

**Valuations/performance monitors/affiliations**

Frequency of valuation	Quarterly, as at 15 March, 15 June, 15 September & 15 December
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: PATRIZIA Property Investment Managers LLP

**Restrictions on holdings of cash/borrowings**

Maximum total gearing permitted	*33.0%
Cash holdings (maximum)	**
Cash holdings (minimum)	**

Note: \* 33% of GAV

Source: PATRIZIA Property Investment Managers LLP

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

Tenant	%
Enquest Heather Limited	9.2
Moores Furniture Group Ltd	3.2
Kew Green Hotels (York) Ltd	2.5
MWB Business Exchange Centres Ltd t/a Regus	2.4
Surrey & Borders Partnership NHS Foundation Trust	2.1
Hanover Solar Parks (UK) Limited	2.1
Wickes Building Supplies Ltd	1.9

Sainsbury's Supermarkets Ltd	1.8
Translux International Limited	1.8
SunGard Availability Services (UK) Ltd	1.5
Three largest tenants' contribution to rental income	14.9
Five largest tenants' contribution to rental income	19.5
Ten largest tenants' contribution to rental income	28.6

Source: PATRIZIA Property Investment Managers LLP

Balance sheet/gearing					
	Direct holdings	Joint holdings	Indirect investments	Listed investments	Total
Balance sheet (GBPm)					
Properties at valuation	553.3	0.0	0.0	0.0	553.3
Listed investments	0.0	0.0	0.0	0.0	0.0
Debt	-40.0	0.0	0.0	0.0	-40.0
Cash	3.3	0.0	0.0	0.0	3.3
Other net assets/liabilities	-1.1	0.0	0.0	0.0	-1.1
Total net assets	515.5	0.0	0.0	0.0	515.6
Gearing (%)					
Net debt (cash)/properties	6.6	-	-	-	6.6
Net debt (cash)/equity	7.1	-	-	-	7.1

Source: PATRIZIA Property Investment Managers LLP

Quarterly data per unit						
As at	30-Sep-18	31-Dec-18	31-Mar-19	30-Jun-19	30-Sep-19	31-Dec-19
Bid (GBP)	14,700.0	14,770.0	14,625.0	14,505.0	14,475.0	14,355.0
Offer (GBP)	15,685.0	15,845.0	15,700.0	15,575.0	15,550.0	15,405.0
Mid (GBP)	15,192.5	15,307.5	15,162.5	15,040.0	15,012.5	14,880.0
Bid/offer spread	6.28%	7.28%	7.35%	7.38%	7.43%	7.31%
Net asset value (GBP)	14,918.0	15,013.0	14,870.0	14,747.0	14,716.0	14,592.0
Quarterly distribution (GBP)	162.00	183.21	174.07	178.67	184.61	182.96
Yield	4.47%	4.55%	4.61%	4.74%	4.93%	4.96%

Source: PATRIZIA Property Investment Managers LLP

### Unit pricing

The unit price is recalculated as at the end of each quarter. For the annual accounts, the valuers indicate whether there has been any material change in the value of the portfolio since their last valuation (approximately ten days previously) and the end of the quarter. Income is not included in the calculation. Any performance fees payable are charged quarterly to capital and are not estimated and accrued on a quarterly basis.

### Distributions

Distributions of income are made quarterly, on the last working day of May, August, November and February, i.e. two months after the end of the quarter to which they relate.

### Minimum investment/disinvestment

Minimum initial	10 units
Minimum additional investment:	1 unit
Minimum redemption:	1 unit

### Creation, transfer and realisation of units

Investors may redeem Standard Units on each quarter end date, namely the last Business Day of March, June, September and December in each

year, by submitting a Redemption Notice 24 weeks before the redemption date.

Unless the Manager otherwise determines at its sole discretion, the Fund Redemption Cap for Standard Units on each Quarter End Date is the lesser of:

- (a) a quarterly cap equal to 5% of the Standard Units in issue as at the Quarter End Date; and
- (b) an annual rolling cap equal to 15% of the Standard Units in issue 12 months prior to the quarter end date.

The number of Standard Units that will be redeemed on the Quarter End Date from each Unitholder (excluding the redemption of Standard Units which have been postponed at the Manager's discretion on prior Quarter End Dates) will be reduced pro rata to each redeeming Unitholder's holding of Standard Units at the Quarter End Date. If any Unitholder's pro rata allocation is greater than the number of Standard Units it wishes to redeem (as specified in its Redemption Notice) then its Standard Units will be redeemed in full and the balance will be reallocated to the remaining redeeming Unitholders' pro rata to their respective holdings of Standard Units.

The Standard Units in excess of the Fund Redemption Cap that remain unredeemed and will automatically roll over to the next Quarter End Date.

Rolled Redemption Units will sit alongside other redemption requests for subsequent Quarter End Dates (i.e. there is no time priority or queue).

## Taxation

### Capital Gains Tax

Since it is registered in Jersey, the Trust is not subject to UK capital gains tax. Those investors who are subject to tax may be liable to capital gains tax on the redemption or sale of their units in the Trust. (PATRIZIA Hanover Property Unit Trust is expected to maintain Distributor status.)

### Income Tax

Distributions are paid gross of income tax where the appropriate Inland Revenue approvals have been received.

### Stamp duty reserve tax

Transfers of units are not subject to stamp duty.

## Charges

### Annual charge

The Trust's Property Investment Advisor receives 0.55% pa of the net asset value of the Trust, which is accounted for on a quarterly basis. As from 1 October 2007, 50% of this fee has been capitalised.

### Performance fee

RPIML may earn a performance fee of 0.125% pa if the Trust's annualised three-year total return places it above the median three-year performance of the Other Balanced Fund sub-index of the MSCI UK Quarterly Property Funds Index. This figure increases to 0.15% pa if the Trust is rated in the top quartile. As from 1 October 2007, any performance fees payable have been charged quarterly to capital.

### Acquisition fee

PATRIZIA Hanover Property Unit Trust charges an acquisition fee of 0.25%

Unit holder analysis		
	Number of unitholders	Total % held
Less than 1% of units in issue	22	7.4
1% or greater but less than 2%	16	22.2
2% or greater but less than 4%	5	13.8
4% or greater but less than 8%	4	19.8
Greater than 8.0%	4	36.9
<b>Total</b>	<b>51</b>	<b>100.0</b>
Major investors		
Largest holder	1	11.5
Three largest holders	3	28.8
Five largest holders	5	42.0
Ten largest holders	10	62.9
Internal/external investors		
Internal	1	0.1
External	50	99.9

Source: PATRIZIA Property Investment Managers LLP

## 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
<b>Issues and redemptions</b>						
Units in issue as at start of period	38,011	38,237	38,914	36,968	33,351	33,386
Units issued during period	293	677	-	177	35	0
Units redeemed during period	-67	-	-1946	-3794	0	0
Units in issue at end of period	38,237	38,914	36,968	33,351	33,386	33,386
<b>Unit transfers</b>						
Matched bargains	1,577	2,887	837	4,783	1442	0
Matched bargains %*	4.10%	7.40%	2.30%	14.34%	4.32%	0.00%

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

Source: PATRIZIA Property Investment Managers LLP