

# BT Wholesale Global Property Securities Fund

**Fact Sheet**  
**February 2011**

ARSN: 108 227 005



Property Investments

## About the Fund

The BT Wholesale Global Property Securities Fund is an actively managed diversified portfolio of global property securities in North America, Europe and Asia. The management of BTIM's global property portfolios is outsourced to US-based AEW Capital Management, LP, one of the world's leading real estate managers.

### Fund objective

The Fund aims to provide a return (before fees, costs and taxes) that exceeds the return from the UBS Global Real Estate Investors (ex Australia) Index, net of withholding tax (hedged to AUD) over the medium to long term. The suggested investment time frame is five years or more.

### Investment style

The global property portfolios are managed in an active, value driven, risk controlled style that integrates top-down research with hands-on real estate and capital markets expertise.

### Investment process

AEW's active value-driven style recognises that property securities become mispriced relative to each other. This can be the result of themes that run through the market from time to time, as well as the sentiment that can affect the pricing of individual stocks and sectors.

AEW's bottom-up investment process takes advantage of these opportunities through active management by rigorously collecting and evaluating research data, by assessing the relative value of individual securities, and by managing portfolio risk.

Securities are bought when they are good value relative to other securities in the property securities investment universe. AEW expects the majority of outperformance to result from stock selection, and to a lesser extent country allocation, within each region.

The security selection process is tailored to each region as follows:

North America	Europe	Asia Pacific
<ul style="list-style-type: none"> <li>▪ Three filters:                             <ul style="list-style-type: none"> <li>- Valuation</li> <li>- Price</li> <li>- Catalyst</li> </ul> </li> <li>▪ Discount/premium to Real Estate Value</li> <li>▪ Discount/premium to Capital Markets Value</li> <li>▪ On-the-ground property market insights</li> </ul>	<ul style="list-style-type: none"> <li>▪ Discount/premium to Net Asset Value (NAV) is most relevant metric today</li> <li>▪ Discount/premium to Capital Markets Value (CMV) increasingly important</li> <li>▪ On-the-ground property market insights</li> </ul>	<ul style="list-style-type: none"> <li>▪ Growth focused in Asia (ex-Australia)</li> <li>▪ Multi-factor ranking system</li> <li>▪ Company specific research</li> <li>▪ On-the-ground property market insights</li> </ul>

## Performance<sup>1</sup>

(%)	Total Returns		Benchmark Return
	(post-fee)	(pre-fee)	
1 month	3.75	3.82	3.79
3 months	12.08	12.35	12.34
FYDT	29.25	30.08	31.28
6 months	19.29	19.85	20.93
1 year (pa)	33.61	34.88	34.48
2 years (pa)	52.65	54.08	54.72
3 years (pa)	0.44	1.36	-0.04
5 years (pa)	0.96	1.90	0.28

## Regional allocation (as at 28 February 2011)

The Fund invests in listed property securities in North American, European and Asian (ex-Australia) markets.

	Fund	Benchmark	Min/max weight from benchmark
North America	59.1%	63.3%	+/- 20%
Europe	22.8%	22.3%	+/- 10%
Asia (ex Australia)	14.0%	14.4%	+/- 10%
Cash	4.1%	-	

## Other information

Fund size (as at 28 Feb 2011)	\$168 million
Date of inception	July 2004**
Minimum investment	\$50,000
Buy-sell spread	0.25% <sup>#</sup>
Distribution frequency	Semi-annual
Currency management	100% hedged to the AUD
Cash holdings	Up to 10%
Tracking error guideline	0 - 5%
APIR code	RFA0051AU

\*\* Prior to 10 May 2005, the Fund invested in North America only.

<sup>#</sup> The buy-sell spread represents transaction costs incurred whenever you invest or withdraw funds, and may vary from time to time without notice.

## Fees

Management fee	0.95% pa*
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\* You should refer to the latest Product Disclosure Statement for full details of fees and other costs you may be charged.

<sup>1</sup> Benchmark: On 11 May 2005, the benchmark for the fund changed from Morgan Stanley REIT Index (hedged to AUD) to the UBS Global Real Estate Investors (ex Australia) Index net of withholding tax (hedged to AUD). Returns before this date may not be directly comparable. The benchmark performance shown is that of the combined benchmarks that the fund has aimed to exceed over time.

## Market review

The global property securities market (on an ex-Australia basis) as measured by the UBS Global Real Estate Investors Index followed up on its positive start to the year in January by gaining 4.0% in February. The sector benefited from solid earnings results and growing economic data that helped bolster optimism regarding a global economic recovery. These positives were enough to offset a late-month sell off due in part to concerns over the growing unrest in the Middle East and rising energy costs. The sector also benefited from the positive impact of the merger between the two largest U.S. industrial REITs, ProLogis and AMB Property Corp. For the month, Europe (up 5.9%) led the way followed by North America (up 4.6%) while Asia (down 2.0%) lost ground due in part to concerns over further government policy measures in the region. Within Europe, all countries were in positive territory. The U.K. gained 11.1% while France was up 5.4%. Other positive performers included Italy (up 5.5%), Finland (up 3.2%) and Sweden (up 2.4%). In North America, the U.S. and Canada rose 4.6% and 5.2%, respectively. Performance was negative in Asia with Singapore (down 3.8%) dropping the most, followed by Hong Kong (down 2.9%) and Japan (down 0.1%).

## Fund performance

The North American portfolio outperformed the UBS North America Investors Index in February. The outperformance was driven by modest positive stock selection with the strongest results coming from the healthcare, hotel and shopping center sectors, which were partially offset by negative results in the industrial sector. Top individual positive contributors to relative performance were overweight positions in outperformers Nationwide Health Properties, Pebblebrook Hotel Trust and Dundee REIT while top detractors included overweight positions in underperforming industrial REITs Liberty Property Trust and First Potomac Realty. Sector allocation had a modest negative impact on relative performance due to the portfolio's modest cash position, which detracted in light of the sector's solid positive absolute performance, and underweight to the outperforming healthcare sector.

The European portfolio outperformed the UBS Europe Investors Index in February. The portfolio's outperformance was attributable to both positive stock selection and country allocation results. With respect to stock selection, results were strongest in the U.K. and Netherlands. Among the portfolio's holdings, top contributors included overweight positions in outperformers Land Securities GP (U.K.), Eurocommercial Properties NV (Netherlands) and Gecina (France). Top detractors included overweight positions in underperformers Silic (France), The Unite Group Plc (U.K.) and Metric Property Investments (U.K.).

Country allocation had a positive impact on relative performance due to the portfolio's overweight to the outperforming U.K., and underweight to underperforming Belgium and Switzerland.

The Asian portfolio underperformed the regional UBS benchmark in February. Underperformance was due primarily to negative stock selection results in Hong Kong. Top individual detractors to relative performance included overweight positions in underperformers Wheelock and Company (Hong Kong), Overseas Union Enterprise Ltd. (Singapore) and Shimao Property Holdings (Hong Kong). Top positive contributors included overweight positions in outperformers Mitsui Fudosan (Japan) and Frasers Centrepoint (Singapore), and an underweight position in underperformer Global Logistic Properties Ltd. (Singapore). Country allocation had a largely neutral impact on relative performance.



## For more information

Please call 1800 813 886, contact your business development representative or visit [www.btim.com.au](http://www.btim.com.au)

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Performance figures are calculated in accordance with the Investment & Financial Services Association (IFSA) standards. Total returns (post-fee) are calculated: to the last day of each month using exit prices; taking into account management costs of the fund; assuming reinvestment of distributions (which may include net realised capital gains from the sale of assets of the fund). No reduction is made to the unit price (or performance) to allow for tax you may pay as an investor, other than withholding tax on foreign income (if any). Certain other fees such as Contribution fees or Withdrawal fees (if any) are not taken into account. Total returns (pre-fee) are calculated by adding back management costs to the (post-fee) returns. Past performance is not a reliable indicator of future performance.

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