

# BT Wholesale Global Property Securities Fund

Fact Sheet  
April 2011

ARSN: 108 227 005



## 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	4.44	4.52	4.87
3 months	8.00	8.25	8.27
FYDT	34.56	35.63	36.95
6 months	13.57	14.12	14.25
1 year (pa)	24.25	25.42	24.55
2 years (pa)	39.35	40.65	41.18
3 years (pa)	-0.56	0.35	-0.82
5 years (pa)	1.36	2.31	0.70

## Regional allocation (as at 30 April 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	59.6%	64.1%	+/- 20%
Europe	22.1%	22.5%	+/- 10%
Asia (ex Australia)	13.7%	13.4%	+/- 10%
Cash	4.6%	-	

## Other information

Fund size (as at 30 Apr 2011)	\$153 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*
----------------	-----------

\* 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 performed solidly (up 6.2%) in April with all three regions gaining ground. The sector's performance was fueled in large part by continued positive flows into the sector and improving commercial property fundamentals which has contributed to an increase in asset values. For the month, Europe (up 8.4%) was up the most, followed by North America (up 5.7%) and Asia Pacific (up 4.7%). Within Europe, all countries were in positive territory despite the region's lingering broader sovereign debt issues. The heavily-weighted U.K. and France gained 10.7% and 7.4%, respectively, while other strong performers included Norway (up 10.3%), Switzerland (up 9.8%) and Italy (up 9.1%). In North America, the U.S. rose 5.8% during the month while Canada was up 4.3%. Within Asia, Hong Kong returned 5.0% while Singapore and Japan gained 4.6% and 4.2%, respectively, in USD.

## Fund performance

The North American component of the portfolio slightly underperforming the UBS North America Investors Index. Underperformance was driven by negative stock selection with the weakest results coming from the office, hotel and apartment sectors. Top individual detractors to relative performance were overweight positions in underperformers DuPont Fabros Technology, Pebblebrook Hotel Trust and Dundee REIT. Top positive contributors included overweight positions in outperformers Liberty Property Trust, Vornado Realty Trust and Camden Property Trust. Sector allocation had a slight positive impact on relative performance due to the portfolio's underweight to the underperforming healthcare sector and overweight to the outperforming office sector. These positives were largely offset, however, by the portfolio's modest cash balance which was a detractor in light of the REIT sector's strong absolute performance for the month.

The European component of the portfolio slightly underperformed the UBS Europe Investors Index. The underperformance was attributable to negative stock selection results in the United Kingdom. Among the portfolio's holdings, top detractors included overweight positions in underperforming U.K.-based companies Metric Property Investments, The Unite Group and Capital & Counties Properties. Top positive contributors included overweight positions in outperformers Derwent London (U.K.) and Societe de la Tour Eiffel (France). Cash was also a detractor to relative performance due to the property securities strong absolute performance for the month. Country allocation had a slight positive impact due to the portfolio's overweight to the outperforming U.K. and underweight to the underperforming Netherlands.

The Asian securities marginally underperformed the regional UBS benchmark. Underperformance was due primarily to negative country allocation results, which were partially offset by positive stock selection. Country allocation was negative for the month due to the portfolio's exposure to underperforming China and lack of exposure to outperforming New Zealand. Top individual detractors to relative performance included overweight positions in underperformers Shimao Property Holdings (Hong Kong), Suntec REIT (Singapore) and NTT Urban Development (Japan). Top positive contributors included an underweight to underperformer Link REIT (Hong Kong), and overweight positions in outperformers Hysan Development (Hong Kong) and Aeon Mall Co. Ltd. (Japan).



## For more information

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

BT Investment Management (RE) Limited ABN 17 126 390 627, AFSL 316 455, is the responsible entity and issuer of units in the BT Wholesale Global Property Securities Fund. A product disclosure statement (PDS) is available for the Fund and can be obtained by contacting your business development representative on 1800 813 886 or visiting [www.btim.com.au](http://www.btim.com.au). You should obtain and consider the PDS before deciding whether to acquire, continue to hold or dispose of units in the Fund. This information has been prepared without taking account of your objectives, financial situation or needs. Before acting on this information, consider its appropriateness, having regard to your objectives, financial situation and needs. An investment in the Fund is not a deposit with or any other liability of the Westpac Banking Corporation (ABN 33 007 457 141) or any other Company in the Westpac Group of companies.

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.

If market movements, cash flows or changes in the nature of an investment (eg a change in credit rating) cause the Fund to exceed any of the investment ranges or limits in this document, this will be rectified by BTIM (RE) as soon as reasonably practicable after becoming aware of it. If BTIM (RE) does so, it will have no other obligations in relation to these circumstances. The procedures, investment ranges, benchmarks and limits specified in this document are accurate as at the date of its issue, and BTIM (RE) reserves the right to vary these from time to time.

BT Investment Management (RE) Limited is a member of the Westpac Group. Neither BT Investment Management (RE) Limited, nor any other company in the Westpac Group, guarantees the repayment of capital or the performance of the product or any particular rate of return.

BT® is a registered trade mark of BT Financial Group Pty Ltd and is used under licence.