



# Product Review

## Cromwell Phoenix Property Securities Fund

ISSUE DATE 30-03-2020

### About this Review

ASSET CLASS REVIEWED	PROPERTY AND INFRASTRUCTURE
SECTOR REVIEWED	AUSTRALIAN LISTED PROPERTY
TOTAL FUNDS RATED	15

### About this Fund

ASIC RG240 CLASSIFIED	NO
FUND REVIEWED	CROMWELL PHOENIX PROPERTY SECURITIES FUND
APIR CODE	CRM0008AU
PDS OBJECTIVE	TOTAL RETURN (AFTER FEES) IN EXCESS OF THE S&P/ASX 300 A-REIT ACCUMULATION INDEX OVER ROLLING THREE-YEAR PERIODS WHILE DELIVERING LOWER TOTAL RISK (AS MEASURED BY THE VOLATILITY OF RETURNS) OVER THIS PERIOD.
INTERNAL OBJECTIVE	OUTPERFORM (AFTER FEES) BENCHMARK BY 3% P.A. OVER ROLLING FIVE-YEAR PERIODS
STATED RISK OBJECTIVE	TOTAL RISK BELOW THE BENCHMARK (MEASURED BY STANDARD DEVIATION OF RETURNS)
DISTRIBUTION FREQUENCY	QUARTERLY
FUND SIZE	\$306.5M
FUND INCEPTION	16-04-2008
MANAGEMENT COSTS	1.03% P.A.
RESPONSIBLE ENTITY	CROMWELL FUNDS MANAGEMENT LIMITED

### About the Fund Manager

FUND MANAGER	PHOENIX PORTFOLIOS
OWNERSHIP	45% CROMWELL PROPERTY GROUP / 55% INVESTMENT STAFF
ASSETS MANAGED IN THIS SECTOR	\$380M (31 DECEMBER 2019)
YEARS MANAGING THIS ASSET CLASS	13

### Investment Team

PORTFOLIO MANAGER	STUART CARTLEDGE
INVESTMENT TEAM SIZE	3
INVESTMENT TEAM TURNOVER	LOW
STRUCTURE / LOCATION	MELBOURNE

### Investment process

BENCHMARK	S&P/ASX 300 A-REIT ACCUMULATION INDEX
STYLE	VALUE
MARKET CAPITALISATION BIAS	SMALL
TYPICAL STOCK NUMBERS	20-40
TYPICAL TRACKING ERROR	3-4% P.A.
STOCK LIMITS	MAXIMUM 20%
SECTOR LIMITS	NOT APPLIED
GLOBAL PROPERTY SECURITIES LIMIT	20%
CASH LIMIT	20%

### Fund rating history

MARCH 2020	HIGHLY RECOMMENDED
MARCH 2019	HIGHLY RECOMMENDED
MARCH 2018	HIGHLY RECOMMENDED

### What this Rating means

The 'Highly Recommended' rating indicates that Lonsec has very strong conviction the financial product can generate risk adjusted returns in line with relevant objectives. The financial product is considered a preferred entry point to this asset class or strategy.

### Strengths

- High quality investment team seeking property and 'property like' stock opportunities across the market spectrum.
- Logical and proven investment process which is based on rigorous fundamental research.
- Boutique structure and staff equity ownership provides a strong alignment of interests between the investment team and investors.
- Strong relative performance outcomes over the market cycle.

### Weaknesses

- The estimated management cost of 1.03% p.a. is one of the highest in the Lonsec A-REITs peer group.
- While the Fund's internal performance objective of Benchmark plus 3% p.a. has been achieved over the long term, it has not been achieved in the five years to 31 December 2019.

### Fund Risk Characteristics

	LOW	MODERATE	HIGH
BUSINESS SUSTAINABILITY RISK		●	
CAPITAL VOLATILITY			●
SECURITY LIQUIDITY RISK		●	
SECURITY CONCENTRATION RISK		●	

Risk categories are based on Lonsec's qualitative opinion of the risks inherent in the financial product's asset class and the risks relative to other financial products in the relevant Lonsec sector universe.

### BIometrics

#### Aggregated risks

	1	2	3	4	5	6	7
STD RISK MEASURE						●	

A Standard Risk Measure score of 6 equates to a Risk Label of 'High' and an estimated number of negative annual returns over any 20 year period of 4 to less than 6. This is a measure of expected frequency (not magnitude) of capital losses, calculated in accordance with ASFA/FSC guidelines.

	LOW	MODERATE	HIGH
RISK TO INCOME		●	

### Features and benefits

	LOW	MODERATE	HIGH
COMPLEXITY		●	
ESG AWARENESS		●	

We strongly recommend that potential investors read the product disclosure statement Lonsec Research Pty Ltd ABN 11 151 658 561 • AFSL No. 421 445 • This information must be read in conjunction with the warning, disclaimer, and disclosure at the end of this document. This report supersedes all prior reports.

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## Fee profile

	LOW	MODERATE	HIGH
FEES VS. UNIVERSE		●	
FEES VS. ASSET CLASS			●
FEES VS. SUB-SECTOR			●

Fee BIOMETRICS are a function of expected total fee as a percentage of expected total return.

## What is this Fund?

- The Cromwell Phoenix Property Securities Fund ('the Fund') is an Australian property securities fund managed by Phoenix Portfolios ('Manager'). The Fund seeks to generate returns 3% p.a. (after fees) above the S&P/ASX 300 A-REIT Accumulation Index ('Benchmark') over rolling five-year periods with lower total risk (as measured by the standard deviation of returns) than the Benchmark.
- The Manager aims to invest in a diverse portfolio of property and 'property-like' securities that possess understandable business models, good governance practices, and that are trading below the Manager's assessment of intrinsic value. Lonsec would broadly characterise the Fund's style as having a mild 'value' bias.
- Lonsec believes the Manager's listed property strategy is differentiated from peers by its relatively low capacity limit and its 'benchmark unaware' approach to portfolio construction. The Fund is likely to contain significant active positions versus peers, including meaningful positions in off-benchmark smaller capitalisation stocks.
- Investors should note that the Fund's investment universe includes infrastructure stocks, property development companies, and preference shares. In addition, the mandate includes the provision to hold up to 20% of the portfolio in cash. The Fund can also invest up to 20% in offshore listed vehicles. That said, the Fund is generally expected to be fully invested in ASX listed securities.
- The Fund typically holds around **20-40 stocks** and **portfolio turnover** is expected to be in line with the Lonsec peer average of around 30-40% p.a. Over the 2019 calendar year, turnover averaged 17%, in part due to the limited number of valuation opportunities in the 'high growth' market environment of that period. As at December 2019, the Fund held 46 stocks within its portfolio; a higher number than the stipulated 20-40 range.
- The **Active Share** of the Fund averaged 45% over the year to 31 December 2019. Active Share refers to the level to which the Fund's stock holdings differ from the Benchmark. This figure is high compared to peers and reflects the 'benchmark unaware' portfolio construction approach adopted by the Manager and broader investment spectrum considered.
- The Fund's estimated **management cost** of 1.03% p.a (in accordance with the Manager's RG97 fee disclosure requirements in the PDS issued on the 29th September 2017 (the latest available) is one of the highest in the Lonsec A-REIT peer group. The cost comprises a base management fee of 0.82% p.a.; an estimated annual administration expense capped at 0.14% p.a; and estimated indirect costs of investing through interposed vehicles of 0.07% p.a. The net transactional and operational costs in excess of those

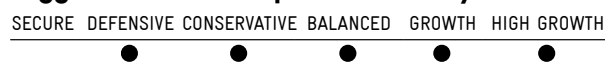
recouped from the buy/sell spread amounts to 0.01% p.a. The higher fee load is considered reflective of the Fund's more benchmark unaware approach, lower capacity limit, and broader investment universe.

## Using this Fund

**This is General Advice only and should be read in conjunction with the Disclaimer, Disclosure and Warning on the final page.**

- While the Fund will seek to invest in companies that deliver reliable long-term cash flows, it is also subject to equity market risk. This means movements (both positive and negative) in the share prices of the underlying securities in the portfolio will affect the Fund's returns. Investors should therefore be aware that the Fund may experience periods of negative returns and that there is a risk of potential capital loss being incurred on their investment.
- As a 'long' only Australian property securities product, the Fund would form part of the growth component of a balanced portfolio. The Fund is suitable for medium and high risk profile investors with a 5+ year investment time horizon.
- Lonsec notes that in general, Australian listed property funds tend to exhibit relatively high levels of concentration risk, reflecting the concentrated nature of the benchmark. That said, Lonsec notes the Manager's 'benchmark unaware' investment approach mitigates this risk to some extent.
- The Manager has the ability to take significant active positions away from the A-REIT index. Investors should therefore be aware that the Fund has the potential to deliver returns that deviate materially from the benchmark.

## Suggested Lonsec risk profile suitability



For guidance on appropriate asset allocations and risk profiles, refer to the latest Lonsec Strategic Asset Allocation Review and Risk Profile Definitions on our website.

## Changes Since Previous Lonsec Review

- There have been no material changes to the Manager's investment process since the last review.
- The Manager's funds under management has fallen from \$824m to \$380m. This was chiefly due to a single institutional client pulling two separate mandates, a \$330m active mandate and a \$210m mandate that was managed in a relatively passive manner.

## Lonsec Opinion of this Fund

### People and resources

- The Fund is managed by a high quality team of three investment professionals. The team is led by **Stuart Cartledge**, who has over 30 years of industry experience and was previously Head of Property Securities at Citigroup Asset Management. Cartledge has sound knowledge of the Australian listed property sector, and he is currently considered one of the stronger portfolio managers in Lonsec's A-REIT universe.

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- Cartledge is supported by Research Analyst **Richard Fakhry**. Fakhry also acts as Portfolio Manager of the Cromwell Phoenix Opportunities Fund; an Australian equities micro cap strategy. Lonsec believes Fakhry's micro cap research may over time enhance the coverage and contribution to investor returns from the small cap property spectrum. Lonsec views Fakhry to be a savvy and diligent investor and believes his stock ideas (particularly in the small cap space) to be a significant driver of the Fund's outperformance of the Benchmark and peer median over the current market cycle.
- Cartledge and Fakhry share a strong working relationship, forming the core of this stable team since 2009 which has helped to ensure consistency and continuity of the investment process.
- **Jordan Lipson** joined the investment team as a Research Analyst in 2016. Lipson previously worked as a Portfolio Analyst at Advance Asset Management / BT Investment Solutions. Despite having relatively limited experience in property securities analysis, Lipson's quantitative background makes him well suited to the Manager's stock modelling focus. Whilst cognisant of his junior tenure, Lonsec was impressed by Lipson's passion and he provided valid insights of portfolio investments and detailed knowledge of the investment process. Lipson appears to be a good fit culturally and provides capable support to Cartledge and Fakhry.
- Key person risk in Cartledge and Fakhry is high given the small team size and their experience in portfolio management and listed property securities investing. However, risk of Cartledge and Fakhry departing is considerably mitigated by their equity stakes in Phoenix Portfolios (45% Cartledge; 10% Fakhry) and personal investments in the strategy. These measures promote a strong alignment of interest between both Cartledge and Fakhry, and investors.

### Research and portfolio construction

- The Manager's investment process is largely based on stock specific, 'bottom-up' research, which takes a medium to long-term time horizon. All stocks are analysed using a standard qualitative and quantitative template allowing for effective comparison across the investment universe.
- Lonsec believes the Manager's fundamental research to be thorough and disciplined, with a wide coverage across the capitalisation spectrum. In particular, the team has a strong focus on agency risk and corporate governance.
- In addition to its own fundamental research, the investment team is able to leverage the direct property insights provided by the Cromwell Property Group, which Lonsec considers to be a slight competitive advantage.
- Portfolio construction is logical and relatively transparent, with active positions being largely driven by stock valuations. The Manager will also consider stock liquidity when deciding portfolio weights. Lonsec considers this to be important, particularly given the Fund's ability to take relatively

large positions in some small and less liquid companies.

- The Manager adopts a relatively high conviction, 'benchmark unaware' approach to management of the Fund. Lonsec believes this 'best ideas' conviction to be a positive feature of the Fund.
- Cartledge is ultimately accountable for all stock selection decisions within the Fund which is an attractive feature of the process.
- The Manager's investment universe is considered by Lonsec to be broader compared to peers. The Fund's portfolio is likely to include companies classified outside of the 'Real Estate' GICS classification. Such holdings are deemed by the Manager to exhibit 'property like' income generating characteristics or own attractive land and properties as part of their normal operations. As a general rule, 50% of a stock's value needs to be in properties for it to be considered within the Manager's investment universe.

### ESG Integration

"The Manager has clearly articulated a commitment to the integration of ESG within their investment process with a policy framework and clear public positioning. Overall Lonsec views the strength of this commitment and policy framework to be aligned with peers. Lonsec's review of the overall level of disclosure with respect to the Manager's proxy voting and engagement policies is that they are more robust than most peers, however disclosure around actual engagement outcomes and voting decisions is relatively underdeveloped.

- At the Fund level, evidence of ESG integration across all aspects of the investment process was limited. While ESG analysis was clear in the Manager's research process the transmission mechanism to stock selection and portfolio outcomes was not clear. The Manager did not engage on broad ESG topics. There is some evidence of the Portfolio Manager reflecting ESG considerations within their specific voting intentions. There was no observable strategy with respect to either the primary collection or secondary utilisation of ESG data within the process. Overall, on a peer relative basis, Lonsec considers the overall level of ESG integration for the Fund to be low-moderate."

### Risk management

- Given the Manager does not manage the portfolio to within a Tracking Error range or maximum value, Lonsec considers risk management for the Fund to be embedded in the research and portfolio construction process; namely the team's focus on identifying companies that are understandable, have strong corporate governance and have sustainable cash flows.
- At a portfolio level, the 20% maximum holding in any one stock ensures a reasonable level of diversification. At the time of Lonsec's review, the Fund's portfolio constituted 46 stocks; a higher number compared to peers.
- In keeping with the Fund's broader investment mandate, the Manager does not employ explicit benchmark-relative sector or stock limits. Exposures are monitored by Cartledge and Fakhry to ensure that no unintended bets are taken. Whilst having no defined benchmark-relative portfolio controls, the

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intuitive approach to risk management has proven to be efficient in shaping a historically conservative risk profile.

- The Fund is typically fully invested but has the ability to hold up to 20% in cash. The Manager would only have significant cash holdings if valuation levels were extreme and cash represented the most attractive investment alternative.
- The Fund is not permitted to hold a position in Cromwell Property Group. Whilst marginally limiting the Manager’s investment universe, Lonsec believes it to be a prudent measure in that it helps avoid any appearance of a conflict of interest.

### Funds Under Management

- Total capacity differs from manager to manager due to variances in investment styles, biases and trading strategies. Lonsec’s general view is that greater FUM makes it more difficult to trade in and out of stock positions without material market impact (particularly in smaller stocks). However, there are some inherent advantages in having a large fund including: greater access to management; priority access to deal flow; and bigger dedicated team sizes. Thus, Lonsec carefully weighs up a fund’s investment style and objectives when considering the issue of capacity.
- As at 31 December 2019, \$380m was invested in the strategy. FUM has materially reduced since the last review when the Manager held \$824m. This is chiefly due to a single institutional client pulling two separate mandates, a \$330m active mandate and a \$210m mandate that was managed in a relatively passive manner. The amount of FUM is now significantly lower than the Funds stated capacity limit, of 0.5% of the Benchmark (circa \$700m.)

### Performance

- The Fund has an impressive long-term performance track record, materially outperforming its benchmark (S&P/ASX 300 A-REIT Accumulation Index) by 4.1% p.a. and the Lonsec peer group median by 4.2% p.a. over the last ten years (all figures after fees and to 31 December 2019.)
- The Fund fell short of achieving its internal performance objective (outperform the benchmark after fees by 3% p.a. over rolling five-year periods) delivering excess returns of 0.78% p.a. after fees. The Fund has delivered these returns without an overweight to Goodman Group (GMG) over the last five year period.
- Over the last twelve months, the Fund underperformed the benchmark by 1.7% and the Lonsec peer group median by 2.9%. Key contributors to performance were overweights to Charter Hall Group (CHC) and APN Property Group (APD.) Detractors to performance included being underweighted to Goodman Group (GMG) and Stockland Group (SGP.)

### Overall

- Lonsec has maintained the Fund’s ‘Highly Recommended’ rating. Lonsec believes the Fund benefits from a strong and disciplined investment approach, managed by an astute investment team. FUM within the strategy has materially decreased relative to the capacity limit since the last Lonsec review, so this is no longer considered a weakness. Lonsec retains a very high conviction that the team can continue to implement an effective ‘benchmark-unaware’ strategy that differentiates itself from the wider A-REIT peer group and achieve its relatively ambitious outperformance target.

## People and Resources

### Corporate overview

The underlying investment manager, Phoenix Portfolios is an Australian based boutique investment management firm established in 2006. The company is owned by Portfolio Manager Stuart Cartledge (45%), Richard Fakhry (10%), and the ASX listed Cromwell Property Group (45%).

The Responsible Entity of the Fund is Cromwell Funds Management Ltd, which is a fully owned subsidiary of Cromwell Property Group. Cromwell Property Group is both a property trust and funds manager and is a stapled security listed on the ASX (ASX: CMW).

The company researches, analyses and invests in property, infrastructure and other property related securities. Phoenix Portfolios has outsourced all non-investment functions to specialist providers, enabling the investment team to focus solely on investment activities.

Phoenix Portfolios benefits from the support of the broader Cromwell Property Group in areas such as marketing and distribution, investment strategy and legal and compliance.

### Size and experience

NAME	POSITION	EXPERIENCE
		INDUSTRY / FIRM
STUART CARTLEDGE	PORTFOLIO MANAGER	34 / 14
RICHARD FAKHRY	ANALYST	17 / 11
JORDAN LIPSON	ANALYST	6 / 3

The three members of the investment team are responsible for stock research. Cartledge is dedicated solely to the listed property securities research and analysis and is directly accountable for the overall portfolio. Fakhry’s efforts are estimated to be split 50:50 between listed property securities and micro-caps. Lipson’s role is predominately focused on listed property securities research coverage (80%).

Contributions to the research process are also made by the broader Cromwell Property Group, which has reasonable insights into direct property markets. Cromwell Property Group’s sales and marketing staff are also able to provide guidance on the property funds management industry in Australia. This is important given the high percentage of A-REIT earnings that are derived from funds management activities.

The Fund also has access to an Investment Strategy Group consisting of three senior executives of the Cromwell Property Group and the Phoenix investment

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team. The group meets monthly to discuss and provide feedback on performance, key stock positions and any changes to the portfolio.

## Research Approach

### Overview

INVESTMENT UNIVERSE	APPROXIMATELY 75 STOCKS
RESEARCH INPUTS	COMPANY MEETINGS AND FINANCIAL REPORTS, PROPERTY INSPECTIONS, MACROECONOMIC INPUTS, DIRECT REAL ESTATE RESEARCH, INDUSTRY CONTACTS
TOP-DOWN	10%
BOTTOM-UP	90%
BROKER RESEARCH	MODERATE

### Valuation

The Manager uses a Dividend Discount Model (DDM) as the primary valuation metric. The discount rate used in the DDM is based on the Capital Asset Pricing Model (CAPM) and is a function of the Australian 10-year government bond yield, a market risk premium and each stock's beta.

A 'Sum of the Parts' (SOTP) calculation is utilised as a secondary valuation metric and provides a cross check to the DDM. The SOTP calculation sums the following components:

- Trust Assets – valued based on an adjustment to the book values of investment property and co-investment stakes.
- Corporation – EBITDA multiples are applied to corporate earnings forecasts on a divisional basis.

Both valuation frameworks provide flexibility to carry out 'what if' type analysis using a variety of valuation and multiple adjustments.

## Portfolio Construction

### Overview

FUND BENCHMARK	S&P/ASX 300 A-REIT ACCUMULATION INDEX
RETURN OBJECTIVE	RETURN ABOVE BENCHMARK AFTER FEES OVER THREE-YEAR PERIODS
RETURN OBJECTIVE (INTERNAL)	OUTPERFORM (AFTER FEES) BENCHMARK BY 3% P.A. OVER ROLLING FIVE-YEAR PERIODS
RISK OBJECTIVE	TOTAL RISK BELOW BENCHMARK (MEASURED BY STANDARD DEVIATION OF RETURNS)
INVESTMENT STYLE	VALUE
MARKET CAPITALISATION BIAS	SMALL
EXPECTED PORTFOLIO TURNOVER	30% P.A.
OBSERVED ACTIVE SHARE	45% (DECEMBER 2019)
% OF PORTFOLIO IN TOP 10 HOLDINGS	67.9% (30 NOVEMBER 2019)

Stock specific risk, agency score, corporate activity, earnings revision, portfolio construction guidelines, and the stock valuations are used to devise the stock ratings.

Portfolio construction is heavily skewed towards stocks with the most attractive valuations, although liquidity is also a major consideration when deciding portfolio weights. Some of the other factors that will impact on portfolio positions include transaction costs and corporate activity.

Short-term momentum signals are also used to assist with the timing of buying and selling stocks. These signals include price momentum and earnings revisions. Cartledge is ultimately accountable for all stock selection decisions within the Fund.

## Risk Management

### Risk limits

SEPARATE RISK MONITORING TEAM	NO
TYPICAL NUMBER OF STOCKS	20-40
MAXIMUM STOCK POSITION	20%
STOCK / SECTOR LIMITS	NOT APPLIED
TRACKING ERROR	NOT TARGETED (EXPECTED TO BE 3-4% P.A.)
MINIMUM MARKET CAPITALISATION	NOT APPLIED
GLOBAL PROPERTY SECURITIES LIMIT	20%
CASH LIMIT	20%

Portfolio risk is managed primarily through fundamental stock research and monitoring individual stock holdings for changes to price, fundamental research views, or portfolio management considerations such as stock and property sub-sector (i.e. retail, office, industrial) concentrations.

The Fund currently only invests in vehicles listed on the Australian Stock Exchange and cash and does not invest in unlisted securities. Being 'benchmark unaware', the Fund does not have any limit on its allocation to non-Benchmark stocks.

The Fund can invest up to 20% in offshore listed vehicles, although the Manager is not researching global stocks at present. The Manager has indicated to Lonsec that investors would be given notice of any intention to invest in global stocks.

### Risk monitoring

Compliance risk is monitored by both the compliance department within Cromwell Funds Management and Link Fund Solutions. The investment team also make use of Bloomberg's portfolio tool for quantitative risk assessments.

## Risks

**An investment in the Fund carries a number of standard investment risks associated with investment markets. These include performance, liquidity, counterparty, market and tax risks. These and other risks are outlined in the PDS and should be read in full and understood by potential investors. Lonsec considers the following to be the major risks:**

### Equity market

Investments in equity markets are subject to numerous factors which may have an impact on the performance of an investment (both positive and negative). Unexpected changes in economic, technological, structural, regulatory or political conditions can have an impact on the returns of all investments within a particular market.

### Derivatives

The Manager has scope to implement various derivative strategies with the objective of mitigating equity market risks. Lonsec does not expect this to be a widely adopted strategy and will generally be restricted to using futures as a method of investing residual cash balances. Derivatives cannot be used to leverage the Fund.

### Foreign exchange risk

Returns from any investment in the Fund may be eroded or enhanced due to the effects of movements in the AUD relative to the local currencies of any global real estate securities that may be held by the Fund.

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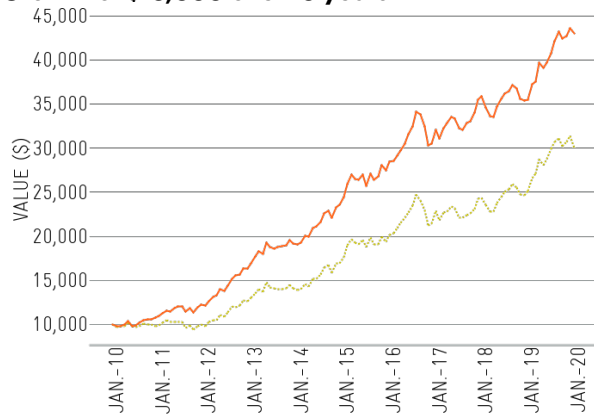
## Quantitative Performance Analysis - annualised after-fee % returns (at 31-12-2019)

### Performance metrics

	1 YR		3 YR		5 YR		10 YR	
	FUND	PEER MEDIAN	FUND	PEER MEDIAN	FUND	PEER MEDIAN	FUND	PEER MEDIAN
PERFORMANCE (% PA)	21.24	18.35	10.33	7.85	11.99	9.96	15.72	11.54
STANDARD DEVIATION (% PA)	8.44	10.55	8.37	9.84	9.86	10.86	9.64	10.90
EXCESS RETURN (% PA)	1.67	-1.11	0.79	-1.35	0.78	-1.11	4.09	-0.09
OUTPERFORMANCE RATIO (% PA)	41.67	50.00	38.89	43.06	40.00	44.17	52.50	48.33
WORST DRAWDOWN (%)	-1.90	-3.58	-6.41	-7.01	-11.13	-11.96	-11.13	-12.53
TIME TO RECOVERY (MTHS)	2	NR	3	4	13	13	13	16
SHARPE RATIO	2.34	1.68	1.03	0.64	1.02	0.74	1.33	0.80
INFORMATION RATIO	0.38	-0.28	0.24	-0.48	0.24	-0.46	1.12	-0.03
TRACKING ERROR (% PA)	4.42	4.05	3.31	3.08	3.25	2.87	3.66	2.81

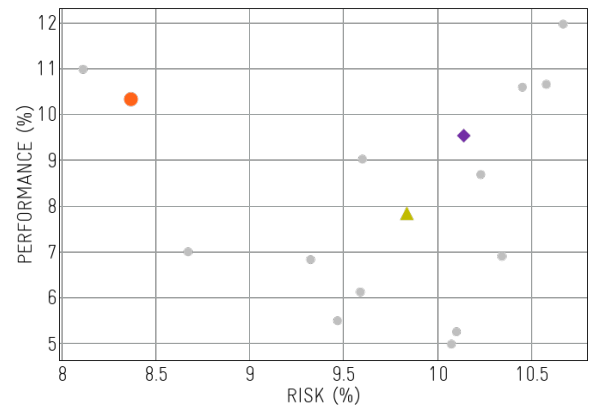
FUND: CROMWELL PHOENIX PROPERTY SECURITIES FUND  
 LONSEC PEER GROUP: PROPERTY AND INFRASTRUCTURE - AUSTRALIAN LISTED PROPERTY  
 BENCHMARK USED: S&P/ASX 300 A-REIT TR INDEX AUD  
 CASH BENCHMARK: BLOOMBERG AUSBOND BANK BILL INDEX AUD  
 TIME TO RECOVERY: NR - NOT RECOVERED, DASH - NO DRAWDOWN DURING PERIOD

### Growth of \$10,000 over 10 years



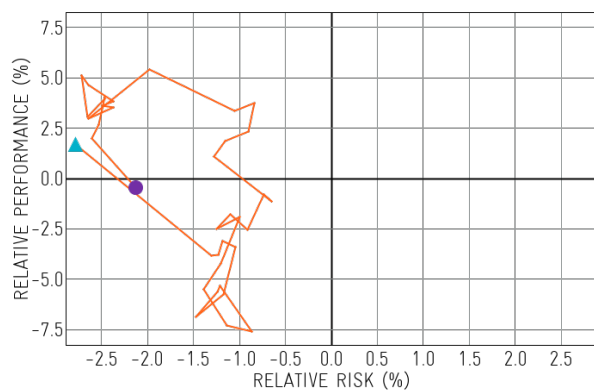
— CROMWELL PHOENIX PROPERTY SECURITIES FUND  
 - - - S&P/ASX 300 A-REIT TR INDEX AUD

### Risk-return chart over three years



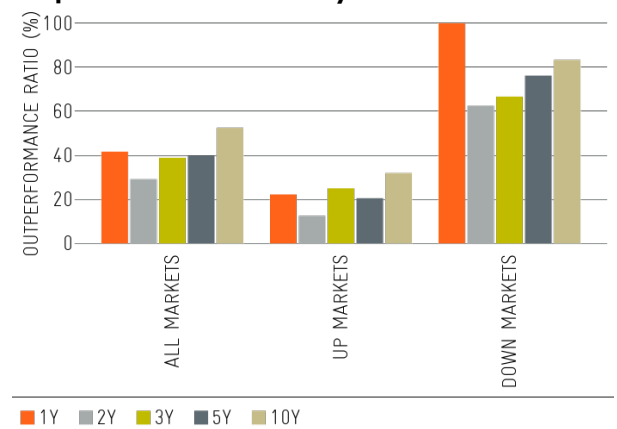
● CROMWELL PHOENIX PROPERTY SECURITIES FUND  
 ◆ S&P/ASX 300 A-REIT TR INDEX AUD  
 ▲ PEER MEDIAN  
 ● PEERS

### Snail trail



● START (12-2016) ▲ END (12-2019)

### Outperformance consistency



■ 1Y ■ 2Y ■ 3Y ■ 5Y ■ 10Y

## Cromwell Phoenix Property Securities Fund

### Glossary

**Total return** ‘Top line’ actual return, after fees  
**Excess return** Return in excess of the benchmark return  
**Standard deviation** Volatility of monthly Absolute Returns  
**Tracking error** Volatility of monthly Excess Returns against the benchmark (the Standard Deviation of monthly Excess Returns)  
**Sharpe ratio** Absolute reward for absolute risk taken (outperformance of the risk free return (Bank Bills) / Standard Deviation)  
**Information ratio** Relative reward for relative risk taken (Excess Returns / Tracking Error)  
**Worst drawdown** The worst cumulative loss (‘peak to trough’) experienced over the period assessed  
**Time to recovery** The number of months taken to recover the Worst Drawdown  
**Snail Trail** A trailing 12-month relative performance and relative risk measurement over the benchmark. The trail is generated using a 12-month rolling window over the specified period

### About Lonsec

Lonsec Research Pty Ltd (Lonsec) is an investment research house with specialist areas of expertise, that was originally established in 1994 and the current entity was registered on 23 June 2011. From 1 July 2011, Lonsec became a fully owned subsidiary of Lonsec Fiscal Holdings Pty Ltd, a privately owned entity with a multi-brand strategy of providing leading financial services research and investment execution. Lonsec believes that professional financial advisers need informed opinions on the best investment strategies and financial products to provide real value for their clients. To meet this need, Lonsec has in place an experienced research team, which draws on a robust research process to undertake in-depth assessment of managed fund products.

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