



Product Review

Cromwell Phoenix Property Securities Fund

ISSUE DATE 16-03-2018

About this Review

| | |
|----------------------|-----------------------------|
| ASSET CLASS REVIEWED | PROPERTY AND INFRASTRUCTURE |
| SECTOR REVIEWED | AUSTRALIAN LISTED PROPERTY |
| TOTAL FUNDS RATED | 14 |

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 MEDIAN MANAGER AND BENCHMARK (MEASURED BY STANDARD DEVIATION OF RETURNS) |
| DISTRIBUTION FREQUENCY | QUARTERLY |
| FUND SIZE | \$233.92M |
| 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% STAFF |
| ASSETS MANAGED IN THIS SECTOR | \$1,012M (31 DEC. 2017) |
| YEARS MANAGING THIS ASSET CLASS | 12 |

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 2018 | HIGHLY RECOMMENDED |
| APRIL 2017 | HIGHLY RECOMMENDED |
| MAY 2016 | 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 led by Portfolio Manager Stuart Cartledge.
- Logical and proven investment process which is based on fundamental value.
- Boutique structure and staff ownership provides strong alignment between the investment team and investors.
- Strong performance outcomes over all assessed time periods.

Weaknesses

- The estimated Management Cost of 1.03% p.a. is one of the highest in the Lonsec A-REITs peer group.
- The Manager's benchmark-unaware strategy adopted by this Fund had \$691m in Funds Under Management (FUM) as of 31 December 2017, which is marginally above the upper threshold of the original stated capacity limit of 0.5% of the market capitalisation of the Benchmark (approximately \$675m as at the same date). The strategy is considered to have less flexibility to invest in smaller capitalisation stocks than in the past.

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 | | ● | |

We strongly recommend that potential investors read the product disclosure statement or investment statement. Lonsec Research Pty Ltd ABN 11 151 658 561 AFSL. No. 421445. 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.

ANALYST: BENJAMIN O'SHEA | APPROVED BY: KEVIN PROSSER

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Features and benefits

| | LOW | MODERATE | HIGH |
|---------------|-----|----------|------|
| COMPLEXITY | | ● | |
| ESG AWARENESS | | ● | |

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 (or 'the Manager'). The Fund seeks to generate returns 3% p.a. (after fees) above the S&P/ASX 300 A-REIT Accumulation Index ('the Benchmark') over rolling five-year periods with lower total risk (as measured by the standard deviation of returns) than the Benchmark and the median of its peer group.
- The Manager aims to invest in a diverse portfolio of property and 'property-like' securities that have 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. Across 2017, turnover was 10%, lower than the long-term average. As at November 2017, the Fund held 45 stocks within its portfolio; a much higher number than the stipulated 20-40 range.
- The Active Share of the Fund was 37.5% as at 31 December 2017. Active Share refers to the level to which the Fund's stock holdings differ from the Benchmark. This figure is very 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 understanding of RG97) in the PDS issued on the 30th September 2017, is one of the highest in the Lonsec A-REIT peer group. However, the higher fee load is considered

somewhat reflective of the Fund's more active approach, lower capacity limit, and wider investment universe.

- The Management Costs include a base management fee of 0.82% p.a., annual administration costs estimate of 0.14% p.a., and an estimate of indirect costs of investing through interposed vehicles of 0.07% p.a. The administration costs and indirect cost estimates are based on actual costs incurred for the financial year ending 30 June 2017.

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

| SECURE | DEFENSIVE | CONSERVATIVE | BALANCED | GROWTH | HIGH GROWTH |
|--------|-----------|--------------|----------|--------|-------------|
| | ● | ● | ● | ● | ● |

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 has elected to re-open the Fund (1 October 2017) for a limited capital raising of \$30m following the redemption from an institutional mandate utilising a similar investment style to fund distributions, therefore opening capacity for the Fund.
- Cromwell Property Group (ASX:CMW) own a 45% stake in Phoenix Portfolios. Over the past six months, CMW has participated in significant corporate activity, underscored by the Singapore-listing of the Cromwell European REIT (CEREIT), attempted takeover of the ASX-listed Investa Office Fund (IOF), and most recently, a \$170m equity

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placement to SingHaiyi Group and Haiyi Holdings (entities associated with Gordon and Celine Tang). So far, Lonsec has observed no impact to Cromwell's support of this Fund.

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. Lonsec believes Cartledge to have an exceptionally strong understanding of the Australian listed property sector, and considers him to be one of the best portfolio managers in Lonsec's A-REIT universe.
- Cartledge is supported by Research Analyst Richard Fakhry. Fakhry also acts as Portfolio Manager of the Cromwell Phoenix Opportunities Fund; a broad-based Australian equities micro-cap strategy. Lonsec believes Fakhry's micro cap research may 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 (especially in the small cap space) to be a significant driver of the Fund's outperformance of the Benchmark and peer median over the last eight years.
- Cartledge and Fakhry share a strong working relationship, forming the core of this stable team since 2009 which has helped to ensure consistency in the investment process.
- Jordan Lipson joined the investment team as a Research Analyst in 2016, replacing Alex Silinskiy. Lipson previously worked as a Portfolio Analyst at Advance Asset Management / BT Investment Solutions. Despite having limited experience in listed property securities analysis, Lipson's quantitative background makes him seemingly well suited to the Manager's stock modelling focus. Whilst cognisant of his junior tenure, Lonsec was impressed by Lipson's enthusiasm and preparedness to vindicate investments and be involved in detailing the Manager's investment process. Lonsec views Lipson to be a good fit culturally and capable of offering sound support to Cartledge and Fakhry.
- Lonsec deems key person risk in Cartledge and Fakhry to be high given the small team size and their experience in portfolio management and listed property securities investing.
- The risk of Cartledge and Fakhry departing is lessened considerably by their equity stakes in Phoenix Portfolios (45% Cartledge; 10% Fakhry) and personal investments in the strategy. In Lonsec's opinion, these measures also induce a high alignment of interests between Cartledge and Fakhry and end 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 research 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.
- Lonsec highlights that the investment team manage a secondary A-REITs strategy; the 'benchmark aware' Cromwell Phoenix Core Listed Property Fund. The portfolio construction process for the Cromwell Phoenix Core Listed Property Fund is expected to display similar tilts / biases to the Cromwell Phoenix Property Securities Fund, albeit with less investments in the small cap space. As both portfolios flow from the same research, Lonsec believes the strategies to be complimentary and sees no major issues with them being jointly run by the Manager.
- The Manager's investment universe is considered by Lonsec to be much broader compared to peers. Investors are to note that 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 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.

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 in most cases, have sustainable cash inflows.
- 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 45 stocks; a much higher number compared to peers.
- In keeping with the Fund's broader investment mandate, the Manager does not employ hard Benchmark-relative sector or stock limits. Exposures

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are monitored by Cartledge and Fakhry to ensure that no unintended bets are taken. Whilst having no defined benchmark-relative portfolio controls, the 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 the Cromwell Property Group. Whilst marginally limiting the Manager's investment universe, Lonsec believes it to be a necessary and prudent measure as to avoid any potential conflict of interests.

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 2017, \$691m was presently invested in this benchmark-unaware property securities strategy; above the upper limit of the Manager's estimated capacity of 0.5% of the market capitalisation of the Benchmark (circa \$675m at the same date). Lonsec believes at this level of FUM that the Manager has less flexibility in investing in smaller capitalisation stocks which have acted as a key driver of outperformance since the Fund's inception. That said, Lonsec notes that the Manager has stipulated a lower capacity level than most peers, and believes that despite having less flexibility than in the past, that the Fund can achieve its performance objectives.
- Lonsec highlights the growth in stock names held by the Manager over the past three years to 45 as at November 2017, above the 20-40 stipulated range. Whilst Lonsec acknowledges the reduction in stock specific risk that a less concentrated portfolio entails, the expanding number of names may reflect that the Manager is facing liquidity constraints on its best small-cap stock ideas.

Performance

- The Fund has an impressive long-term performance track record, materially outperforming its Benchmark (S&P/ASX 300 A-REIT Accumulation Index) by 4.7% p.a. and the Lonsec peer group median by 4.6% p.a. over the last seven years (all figures after fees and to 31 December 2017). The Fund also met its stated risk objective over this time.
- The Fund fell marginally short of achieving its internal performance objective (+3% p.a.), delivering returns 2.8% p.a. (after fees) superior to that of the Benchmark over five-year rolling periods.
- Over the last twelve months, the Fund outperformed the Benchmark by 5.4% and the Lonsec peer group

median by 4.5%. The key contributors to performance were non-Benchmark investments in Brookfield Prime Property Fund (BPA) and Macquarie Atlas (MQA). Detractors to performance included being underweight to Goodman Group (GMG) and a non-Benchmark allocation to Gowing Brothers Ltd (GOW).

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. Although FUM within the strategy has materially increased over recent years, 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 CARLEDGE | PORTFOLIO MANAGER | 30 / 11 |
| RICHARD FAKHRY | ANALYST | 14 / 8 |
| JORDAN LIPSON | ANALYST | 5 / 2 |

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 property stocks and micro-caps. Lipson's role is predominately focused on A-REIT coverage (80%).

Contributions to the research process are also made by the broader Cromwell Property Group, which has considerable insights into direct property markets. Cromwell Property Group's sales and marketing staff are also able to provide guidance on the property funds

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management industry in Australia. This is important given the high percentage of A-REIT earnings that stem 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 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 | APPROX. 75 |
| 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 MEDIAN MANAGER / 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 MEDIAN MANAGER / BENCHMARK (MEASURED BY STANDARD DEVIATION OF RETURNS) |
| INVESTMENT STYLE | VALUE |
| MARKET CAPITALISATION BIAS | SMALL |
| EXPECTED PORTFOLIO TURNOVER | 30% P.A. |
| OBSERVED ACTIVE SHARE | 37.5% (31 DECEMBER 2017) |
| % OF PORTFOLIO IN TOP 10 HOLDINGS | 67.5% (30 NOVEMBER 2017) |

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 as well as Link Fund Solutions and 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

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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. Derivatives have never been used since Fund's inception.

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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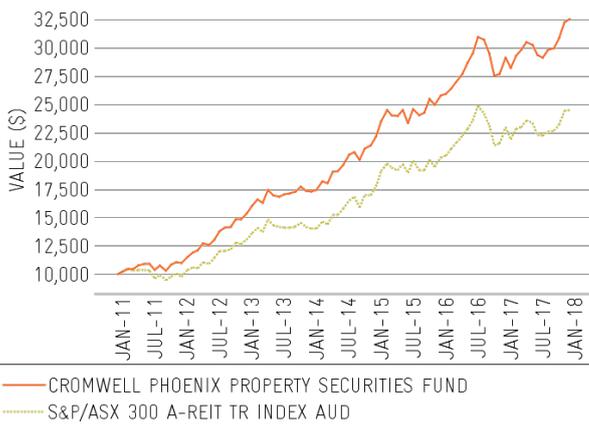
Quantitative Performance Analysis - annualised after-fee % returns (at 31-12-2017)

Performance metrics

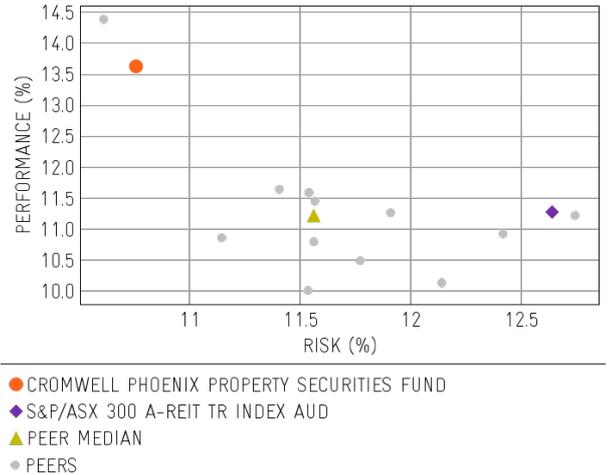
| | 1 YR | | 3 YR | | 5 YR | | 7 YR | |
|-----------------------------|-------|-------------|--------|-------------|--------|-------------|--------|-------------|
| | FUND | PEER MEDIAN | FUND | PEER MEDIAN | FUND | PEER MEDIAN | FUND | PEER MEDIAN |
| PERFORMANCE (% PA) | 11.86 | 7.40 | 13.63 | 11.22 | 16.22 | 13.15 | 18.38 | 13.77 |
| STANDARD DEVIATION (% PA) | 8.44 | 9.96 | 10.76 | 11.56 | 10.28 | 11.42 | 10.06 | 11.30 |
| EXCESS RETURN (% PA) | 5.42 | 0.96 | 2.35 | -0.05 | 2.83 | -0.23 | 4.72 | 0.12 |
| OUTPERFORMANCE RATIO (% PA) | 58.33 | 45.83 | 47.22 | 47.22 | 51.67 | 45.00 | 57.14 | 48.81 |
| WORST DRAWDOWN (%) | -4.36 | -5.77 | -11.13 | -11.89 | -11.13 | -11.89 | -11.13 | -12.03 |
| TIME TO RECOVERY (MTHS) | 3 | 4 | 13 | 13 | 13 | 13 | 13 | 13 |
| SHARPE RATIO | 1.20 | 0.56 | 1.08 | 0.77 | 1.35 | 0.94 | 1.53 | 0.94 |
| INFORMATION RATIO | 1.91 | 0.34 | 0.75 | -0.03 | 0.93 | -0.09 | 1.43 | 0.05 |
| TRACKING ERROR (% PA) | 2.84 | 2.70 | 3.12 | 2.37 | 3.04 | 2.33 | 3.30 | 2.41 |

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

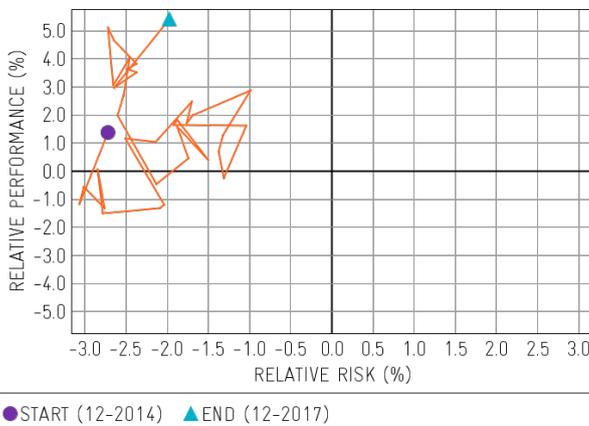
Growth of \$10,000 over seven years



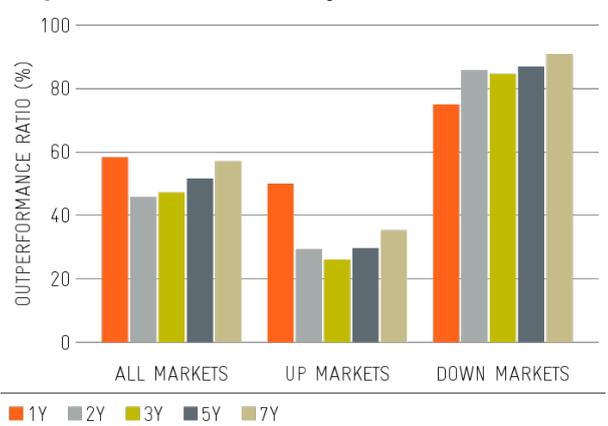
Risk-return chart over three years



Snail trail



Outperformance consistency



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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