



## Interim results

2017

Condensed consolidated  
financial results

**Investec Australia  
Property Fund**



*Out of the Ordinary*<sup>®</sup>



**Investec**

Australia Property Fund

# Highlights

## Interim distribution

**4.95** cpu pre WHT

## Growth of 3.0%

**3% – 4%**

FULL YEAR GROWTH  
GUIDANCE  
maintained

**6.4x\***

ASSET GROWTH SINCE  
LISTING  
portfolio of 25 quality properties

**4.6 years\***

WALE  
47% of leases expiring  
after five years

**Valuable platform comprising 25 properties supported by strong underlying property fundamentals and an established track record of delivering on strategic objectives**

**Portfolio now of a scale where an ASX listing can be considered**

**AUD831.7mn\***

PORTFOLIO VALUE  
growth through acquisition and valuation uplift

**98.4%\***

OCCUPANCY RATE  
3.8% improvement since  
31 March 2017

**5.8%**

NAV PER UNIT GROWTH  
driven by revaluation uplift

**3.61%<sup>^</sup>**

ALL IN FUNDING RATE  
strong balance sheet management  
88% hedged for 7.2 years

\* Includes acquisition of 6 – 8 and 11 Siddons Way, Hallam post-balance sheet date for AUD22.0mn which settled on 18 October 2017.

<sup>^</sup> Includes AUD50.0mn forward starting swaps which commenced in October 2017.

# Condensed consolidated statement of comprehensive income

For the six months ended 30 September 2017

AUD'000	Reviewed six months to 30 September 2017	Reviewed six months to 30 September 2016	Audited year ended 31 March 2017
Revenue, excluding straight-line rental revenue adjustment	34 805	23 972	51 705
Straight-line rental revenue adjustment	1 942	1 429	2 793
<b>Revenue</b>	<b>36 747</b>	<b>25 401</b>	<b>54 498</b>
Property expenses	(6 100)	(3 783)	(8 408)
<b>Net property income</b>	<b>30 647</b>	<b>21 618</b>	<b>46 090</b>
Other operating expenses	(2 746)	(1 830)	(4 319)
<b>Operating profit</b>	<b>27 901</b>	<b>19 788</b>	<b>41 771</b>
Fair value adjustments – investment property	26 925	10 015	11 419
Fair value adjustments – interest rate swaps	586	(5 723)	2 226
Finance costs	(4 737)	(3 094)	(7 100)
Finance income	40	44	106
Other income	12	–	320
<b>Total comprehensive income attributable to equity holders</b>	<b>50 727</b>	<b>21 030</b>	<b>48 742</b>

## Distribution reconciliation

AUD'000	Reviewed six months to 30 September 2017	Reviewed six months to 30 September 2016	Audited year ended 31 March 2017
Total comprehensive income for the period	50 727	21 030	48 742
Less: Straight-line rental revenue adjustment	(1 942)	(1 429)	(2 793)
Fair value adjustments – investment property	(26 925)	(10 015)	(11 419)
Fair value adjustments – interest rate swaps	(586)	5 725	(2 226)
Other	(5)	–	–
Antecedent distribution	–	199	4 660
<b>Distribution pre-withholding tax</b>	<b>21 269</b>	<b>15 510</b>	<b>36 964</b>
Withholding tax paid/payable to the Australian Taxation Office	(1 342)	(547)	(1 982)
<b>Interim/final distribution post-withholding tax</b>	<b>19 927</b>	<b>14 963</b>	<b>34 982</b>
<b>Number of units</b>			
Units in issue at the end of the period ('000)	429 265	322 359	435 588
Weighted average number of units in issue for the period ('000)	434 055	318 121	323 342
<b>Cents</b>			
Distribution per unit (pre-withholding tax)	4.95	4.81	9.74
Distribution per unit (post-withholding tax)	4.64	4.64	9.24

# Condensed consolidated statement of financial position

As at 30 September 2017

AUD'000	Reviewed as at 30 September 2017	Audited as at 31 March 2017
<b>ASSETS</b>		
<b>Non-current assets</b>	<b>811 602</b>	<b>780 626</b>
Investment property	809 740	779 350
Financial instruments held at fair value – interest rate swaps	1 862	1 276
<b>Current assets</b>	<b>7 306</b>	<b>5 906</b>
Cash and cash equivalents	2 931	4 116
Trade and other receivables	4 375	1 790
<b>Total assets</b>	<b>818 908</b>	<b>786 532</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Unitholders' interest</b>	<b>527 136</b>	<b>505 668</b>
Contributed equity	458 888	466 879
Retained earnings	68 248	38 789
<b>Non-current liabilities</b>	<b>263 998</b>	<b>255 876</b>
Long-term borrowings	258 355	248 005
Trade and other payables	5 643	7 871
<b>Current liabilities</b>	<b>27 774</b>	<b>24 988</b>
Trade and other payables	6 505	3 532
Distributions payable	21 269	21 456
<b>Total equity and liabilities</b>	<b>818 908</b>	<b>786 532</b>
<b>NET ASSETS</b>	<b>527 136</b>	<b>505 668</b>
Units in issue at end of period ('000)	429 265	435 588
Net asset value per unit (cents)	122.80	116.09

## Condensed consolidated statement of cash flows

For the six months ended 30 September 2017

AUD'000	Reviewed six months to 30 September 2017	Reviewed six months to 30 September 2016	Audited year ended 31 March 2017
Cash generated from operations	24 547	16 827	40 376
Finance income received	40	44	106
Finance costs paid	(4 571)	(3 116)	(6 589)
Distributions paid to unitholders	(21 456)	(14 321)	(29 977)
<b>Net cash flow from/(used in) operating activities</b>	<b>(1 440)</b>	<b>(566)</b>	<b>3 916</b>
<b>Cash flows (used in) investing activities</b>			
Investment property acquired	(1 955)	(29 911)	(268 453)
<b>Net cash flow (used in) investing activities</b>	<b>(1 955)</b>	<b>(29 911)</b>	<b>(268 453)</b>
<b>Cash flows from financing activities</b>			
Borrowing raised	20 200	23 407	112 143
Repayment of loans	(10 000)	(2 000)	(6 000)
Proceeds from issue of units	(7 000)	11 809	162 580
Payment of transaction costs related to the issue of units	–	–	(1 178)
<b>Net cash inflow from financing activities</b>	<b>2 210</b>	<b>33 216</b>	<b>267 545</b>
Net (decrease)/increase in cash and cash equivalents	(1 185)	2 739	3 008
Cash and cash equivalents at the beginning of the period	4 116	1 108	1 108
<b>Cash and cash equivalents at the end of the period</b>	<b>2 931</b>	<b>3 847</b>	<b>4 116</b>

## Condensed consolidated statement of changes in equity

For the six months ended 30 September 2017

AUD'000	Reviewed six months to 30 September 2017	Reviewed six months to 30 September 2016	Audited year ended 31 March 2017
<b>At the beginning of the period</b>	505 668	332 487	332 487
Total comprehensive income	50 727	21 030	48 742
<b>Transactions with unitholders in their capacity as unitholders:</b>			
Issue of ordinary units	(7 990)	12 010	161 043
Distributions paid/payable to unitholders	(21 269)	(15 510)	(36 965)
<b>Balance at the end of the period</b>	<b>527 136</b>	<b>350 017</b>	<b>505 668</b>

## Condensed segmental information

For the six months to 30 September 2017

AUD'000

	Office	Industrial	Total
<b>Condensed statement of comprehensive income</b>			
Revenue, excluding straight-line rental revenue adjustment	26 345	8 460	34 805
Straight-line rental revenue adjustment	1 465	477	1 942
Property expenses	(5 200)	(900)	(6 100)
<b>Net property income</b>	<b>22 610</b>	<b>8 037</b>	<b>30 647</b>
Straight-line rental revenue adjustment	(1 465)	(477)	(1 942)
Capital expenditure	(1 523)	–	(1 523)
Net investment property revaluation	28 140	2 250	30 390
<b>Total segment results</b>	<b>47 762</b>	<b>9 810</b>	<b>57 572</b>
Other operating expenses			(2 746)
Net finance costs			(4 111)
Other income			12
<b>Profit for the period</b>			<b>50 727</b>
<b>Condensed statement of financial position</b>			
Investment property balance as at 1 April 2017	597 151	182 199	779 350
Capital expenditure	1 523	–	1 523
Straight-line rental revenue receivable	1 465	477	1 942
Fair value adjustments	25 153	1 772	26 925
<b>Investment property at 30 September 2017</b>	<b>625 292</b>	<b>184 448</b>	<b>809 740</b>
Other assets not managed on a segmental basis			9 168
<b>Total assets at 30 September 2017</b>			<b>818 908</b>

# Condensed segmental information

(continued)

For the six months to 30 September 2016

AUD'000	Office	Industrial	Total
<b>Condensed statement of comprehensive income</b>			
Revenue, excluding straight-line rental revenue adjustment	16 796	7 176	23 972
Straight-line rental revenue adjustment	936	493	1 429
Property expenses	(2 952)	(831)	(3 783)
<b>Net property income</b>	<b>14 780</b>	<b>6 838</b>	<b>21 618</b>
Straight-line rental revenue adjustment	(937)	(492)	(1 429)
Acquisition cost and capital expenditure	(6 647)	(9)	(6 656)
Net investment property revaluation	14 900	3 200	18 100
<b>Total segment results</b>	<b>22 096</b>	<b>9 537</b>	<b>31 633</b>
Other operating expenses			(1 830)
Net finance costs			(8 773)
<b>Profit for the period</b>			<b>21 030</b>
<b>Condensed statement of financial position</b>			
Investment property balance as at 1 April 2016	336 250	157 600	493 850
Net additions, acquisitions and disposals	24 637	–	24 637
Capital expenditure	5 265	9	5 274
Straight-line rental revenue receivable	937	492	1 429
Fair value adjustments	7 316	2 699	10 015
<b>Investment property at 30 September 2016</b>	<b>374 405</b>	<b>160 800</b>	<b>535 205</b>
Other assets not managed on a segmental basis			5 343
<b>Total assets at 30 September 2016</b>			<b>540 548</b>

# Notes to the reviewed condensed consolidated financial results

For the six months ended 30 September 2017

AUD'000	Reviewed six months to 30 September 2017	Reviewed six months to 30 September 2016	Audited year ended 31 March 2017
<b>1. Headline earnings reconciliation</b>			
Total comprehensive income for the period	50 727	21 030	48 742
Less: Fair value adjustments – investment property	(26 925)	(10 015)	(11 419)
Other	(5)	–	–
<b>Basic and diluted headline earnings</b>	<b>23 797</b>	<b>11 015</b>	<b>37 323</b>
<b>Basic and diluted earnings per unit (cents)</b>	<b>11.69</b>	<b>6.61</b>	<b>15.07</b>
<b>Basic and diluted headline earnings per unit (cents)</b>	<b>5.48</b>	<b>3.46</b>	<b>11.54</b>

## 2. Financial instruments

Financial instruments held at fair value include interest rate swaps. Interest rate swaps are classified as level 2 in the fair value hierarchy. These are valued using valuation models which use market observable inputs such as quoted interest rates. No other financial instruments are carried at fair value. There have been no transfers between hierarchy levels. Cash and cash equivalents, trade and other payables and long-term borrowings are measured at amortised cost. In all cases the amortised cost approximates fair value.

For the period ended 30 September 2017

AUD'000	Measured at fair value			Total gain or (loss) in the period in the profit or loss
	Level 1	Level 2	Level 3	
Interest rate swaps	–	1 862	–	586
<b>Total financial instruments measured at fair value</b>	<b>–</b>	<b>1 862</b>	<b>–</b>	<b>586</b>

For the period ended 30 September 2016

AUD'000	Measured at fair value			Total gain or (loss) in the period in the profit or loss
	Level 1	Level 2	Level 3	
Interest rate swaps	–	(6 674)	–	(5 723)
<b>Total financial instruments measured at fair value</b>	<b>–</b>	<b>(6 674)</b>	<b>–</b>	<b>(5 723)</b>

## 3. Fair value of investment property

The Fund's policy is to value properties at each reporting period, with independent valuations obtained on a rotational basis to ensure each property is valued at least once every 24 months by an independent external valuer (in compliance with the Fund's debt facility). At other times where directors' valuations are performed, the valuation methods include the discounted cash flow ("DCF") method and income capitalisation method.

Independent revaluations were performed at half-year end with reference to independent external valuations and directors' valuations. In aggregate, fair value contributed AUD30.39mn to the value of the portfolio.

### Fair value hierarchy – investment property

For all investment property that is measured at fair value, the current use of the property is considered the highest and best use.

Properties are valued under the income capitalisation method and discounted cash flow method.

Under the income capitalisation method a property's fair value is estimated on the normalised net operating income generated by the property, which is divided by the capitalisation rate.



# Notes to the reviewed condensed consolidated financial results

(continued)

Under the DCF method a property's fair value is estimated using explicit assumptions about the benefits and liabilities of ownership over the asset's life including an exit or terminal value. This involves the projection of a series of cash flows and to this an appropriate, market-derived discount rate is applied to establish the present value of the income stream.

## For the period ended 30 September 2017

AUD'000	Measured at fair value		
	Level 1	Level 2	Level 3
<b>Total assets</b>			
Investment Property balance 1 October 2016	–	–	535 205
Acquisitions	–	–	226 000
Acquisition costs and capital expenditure	–	–	16 900
Straight-line rental receivable	–	–	3 306
Net fair value adjustments	–	–	28 329
<b>Total non-financial assets measured at fair value</b>	<b>–</b>	<b>–</b>	<b>809 740</b>

## For the period ended 30 September 2017

AUD'000	Level 1	Level 2	Level 3
<b>Total gain or (loss) in the period in the comprehensive income</b>			
Straight-line rental revenue adjustment	–	–	(1 942)
Acquisition cost and capital expenditure	–	–	(1 523)
Net investment property valuation	–	–	30 390
<b>Total fair value adjustment – investment property</b>	<b>–</b>	<b>–</b>	<b>26 925</b>

### a. Details of changes in valuation techniques

There have been no significant changes in valuation techniques during the year under review.

### b. Significant transfers between level 1, level 2 and level 3

There have been no transfers between hierarchy levels.

All gains and losses recorded in profit or loss for recurring fair value measurements categorised within Level 3 of the fair value hierarchy are attributable to changes in unrealised gains or losses relating to investment property held at the end of the reporting period.

AUD'000	Reviewed six months to 30 September 2017	Reviewed six months to 30 September 2016	Audited year ended 31 March 2017
Gross investment property fair value adjustment	30 390	18 100	36 245
Less: Straight-line rental revenue adjustment	(1 942)	(1 429)	(2 793)
Acquisition costs and capital expenditure	(1 523)	(6 656)	(22 033)
<b>Total fair value adjustment – investment property</b>	<b>26 925</b>	<b>10 015</b>	<b>11 419</b>
Fair value adjustment on interest rate swap	586	(5 725)	2 226
Other	5	–	–
<b>Net fair value adjustments</b>	<b>27 516</b>	<b>4 290</b>	<b>13 645</b>

## 4. Related party transactions

During the six months under review, there were no unusual related party transactions. All related party transactions were in the ordinary course of business and were consistent with those reported in the previous set of annual financial statements.

## 5. Subsequent events

On 18 October 2017 the Fund completed the acquisition of 6 – 8 and 11 Siddons Way, Hallam. The acquisition was funded with debt using the Fund's existing debt facilities. The acquisition increased the portfolio value to AUD831.7mn and gearing to 33.8%.

The Fund has entered into interest rate swap contracts for AUD50.0mn which commenced in October 2017.

# Commentary

## Introduction

Investec Australia Property Fund (“Fund”) is the first inward-listed Australian REIT on the JSE Limited (“JSE”). It is an income-producing fund that operates in a stable and developed market.

The Fund aims to maximise sustainable returns to unitholders by investing in quality office, industrial and retail properties in Australia and New Zealand, giving unitholders exposure to the Australian and New Zealand real estate markets. Since listing in October 2013, the Fund has delivered consistent distribution growth to unitholders whilst growing the property portfolio by 6.4 times. As at the date of this announcement the Fund comprises 25 properties with a total gross lettable area of 246 024m<sup>2</sup>\* and a portfolio value of AUD831.7mn\*. The Fund has built a valuable platform that would be very difficult to replicate given current direct asset pricing and the continuing flow of offshore capital.

The Fund’s strategy of acquiring properties with manageable risk, such as vacancy and/or capital expenditure requirements, has allowed the Fund to extract additional value for unitholders through enhancing yield and achieving capital uplift, reflected in an increase in net asset value of 5.8% for the six months to 30 September 2017. This is an extremely strong result and justifies the Fund’s strategy of investing more recently in suburban office markets, particularly in New South Wales.

Management continues to believe that the case for investing in good quality investment properties in Australia and New Zealand remains attractive for South African investors given the Fund’s current equity yield of 8.2%<sup>^</sup>, which is underpinned by the region’s favourable macro-economic conditions, property yield spread over historically low funding costs locked in and income returns in a hard currency.

## Market commentary

The Reserve Bank of Australia in its October 2017 statement on monetary policy noted that the Australian economy expanded by 0.8% in the June quarter. This, together with other relevant data, is consistent with the Bank’s expectation that growth in the Australian economy will gradually pick up over the coming year. There has now been 26 years of uninterrupted GDP growth in Australia. Business surveys that reflect a high level of confidence and a large pipeline of infrastructure investment, particularly in the eastern states, support this outlook. The economy appears to be locked in a low inflation environment squeezed between competitive pricing on consumer goods and modest inflation around health and housing. There is increased positivity on the domestic outlook, particularly with regards to the rebalancing towards non-mining business investment, where continued monetary policy support is expected to ease this transition. Spare capacity in the labour market, low wage growth combined with high household debt levels and the desire for a lower currency are supporting the view that rates will remain unchanged for the foreseeable future.

The growth in white collar employment driven largely by the strength of professional services and the IT sector has seen an improvement in the office markets nationally. JLL have reported that all six state capital CBD markets recorded positive net absorption for the first time since 2011. New South Wales has solidly held the position as the best performing economy, at or near the top of all indicators with growth of 1.2% q-q. Victoria has seen growth of 1.3% q-q, while the drag from the fall in mining investment has largely passed, with Queensland benefiting from firmer tourism, exports and housing activity. Investment and population growth have the potential to drive further broader improvement. Office markets continue to improve as expected, driven by Sydney and Melbourne which has experienced positive net absorption of 61 400m<sup>2</sup> for the year to date. Brisbane recorded its 10<sup>th</sup> consecutive quarter of positive demand and Perth continues to show signs of improvement, with rental growth becoming less negative. Notably, cap rates have continued to firm over the last six months, with prime office cap rates declining by circa. 40bps in Sydney and Melbourne.

With population growth remaining strong and wage growth appearing at the bottom of the trough, retail spending should increase but the impact of online retail and the pending arrival of Amazon leaves a question mark over retail sector growth. While retail trade is down, there has been strong take-up rates from industrial occupiers with Sydney and Melbourne running above long-term trends. Online retailing has seen strong growth in third party logistics while manufacturing is currently experiencing a cyclical improvement.

The housing market conditions vary considerably across the country, with strong price growth in New South Wales and Victoria, contrasted with softer pricing in the western and southern states. The large supply of apartments coming on stream together with the tightening of lending criteria should see the markets ease off their highs. With higher stock levels of new apartments the rental increases remain low. The market appears to be self-regulating with finance constraints helping to control supply pipelines, resulting in a soft landing for the housing market.

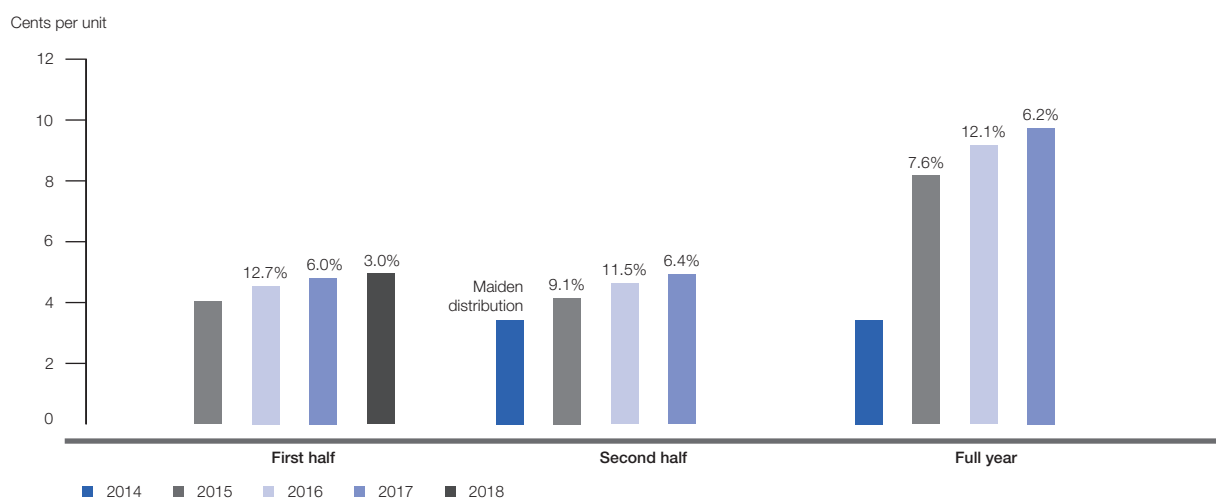
\* Includes acquisition of 6 – 8 and 11 Siddons Way, Hallam post-balance sheet date for AUD22.0mn which settled on 18 October 2017.

<sup>^</sup> As at 3 November 2017.

## Financial results

The board of directors of Investec Property Limited (“IPL”), the Responsible Entity of the Fund, is pleased to announce an interim distribution of 4.95 cents per unit pre-withholding tax (“WHT”) and 4.64 cents per unit post WHT for the six months to 30 September 2017 (30 September 2016: 4.81 cents per unit pre WHT and 4.64 cents per unit post WHT). This represents growth of 3.0% pre WHT and 0.0% post WHT for the half year. The lower growth rate in the post WHT distribution is largely related to tax losses being claimed in the September 2016 distribution, along with tax deductions claimed in relation to incentives paid in the prior half year period. Guidance for the full year is maintained in the range of 3.0% to 4.0% pre WHT.

### Distribution growth (pre-withholding tax)



The performance of the Fund is a result of the successful implementation of the Fund’s strategy, namely:

- delivering stable income growth;
- engaging in active property management; and
- efficiently managing the balance sheet and interest rates.

## Properties

### Strategy

The Fund is committed to providing unitholders with sustainable income coupled with valuation uplift. The Fund has successfully built a quality portfolio with a proven ability to execute yield-enhancing acquisitions and deliver strong returns supported by a stable underlying base portfolio.

The Fund continues to actively pursue the acquisition of properties with manageable risk, such as vacancy and/or capital expenditure requirements. In addition, the Fund has also been evaluating acquisition opportunities that seek to enhance the WALE of the Fund to continue to provide investors with stable long-term income. The acquisition of 6 – 8 and 11 Siddons Way, Hallam post 30 September 2017 is an example of this strategy.

The investment market in Australia remains competitive with no sign of offshore capital flows diminishing, despite capital flow restrictions imposed by China. As a result of this, direct asset pricing is still strong and the Fund has had to remain disciplined to ensure that the quality of the portfolio is maintained. Since 31 March 2017, the Fund has bid on approximately AUD850.0mn of properties, with only AUD22.0mn deployed into the acquisition of 6 – 8 and 11 Siddons Way, Hallam. The Fund has therefore taken the opportunity to further explore the New Zealand market (for which it has a mandate) and has also looked at other means to efficiently deploy capital, such as a buy back of units (see ‘Capital and risk management’ below).

# Commentary

(continued)

## Acquisitions

The Fund is committed to acquiring quality properties with strong underlying property fundamentals whilst also identifying opportunities to enhance yield and add value through active asset management. Post 30 September 2017, the Fund completed the acquisition of 6 – 8 and 11 Siddons Way, Hallam.

Property name	Geography	Effective date	Sector	Value (AUD'000)	GLA (m <sup>2</sup> )	Yield (%)	WALE (years)
6 – 8 and 11 Siddons Way, Hallam	Melbourne, VIC	18/10/2017	Industrial	22 000	15 504	6.3	7.8

## Valuation

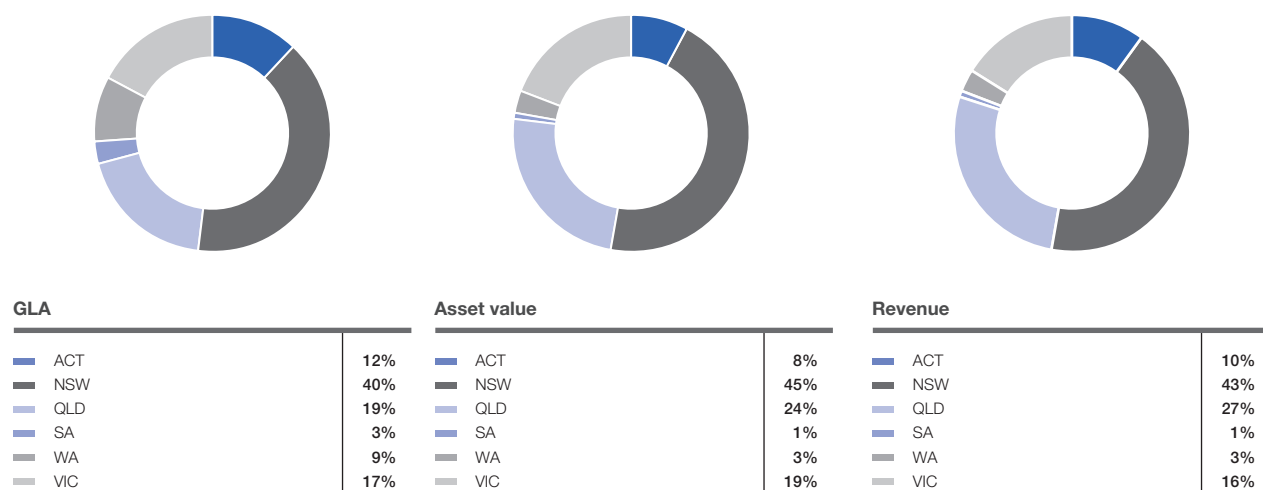
The Fund's policy is to value properties at each reporting period, with independent valuations performed on a rotational basis to ensure each property is valued at least every 24 months by an independent external valuer (in compliance with the Fund's debt facility). At other times where directors' valuations are performed, the valuation methods include using the discounted cash flow model and capitalisation model.

During the six months to 30 September 2017, the Fund obtained external valuations for three properties. For all other properties directors' valuations were performed. In aggregate, revaluations contributed AUD30.39mn to the value of the portfolio, which represents an increase of 3.9% in the six months since 31 March 2017. The majority of this uplift was attributable to the Fund's metropolitan office properties, which validates the Fund's adjusted strategy to increase its exposure to this sector, particularly in Sydney and Melbourne.

Net asset value growth of 5.8% was achieved for the six months to 30 September 2017, largely attributable to the revaluation of properties.

## Geographical spread\*

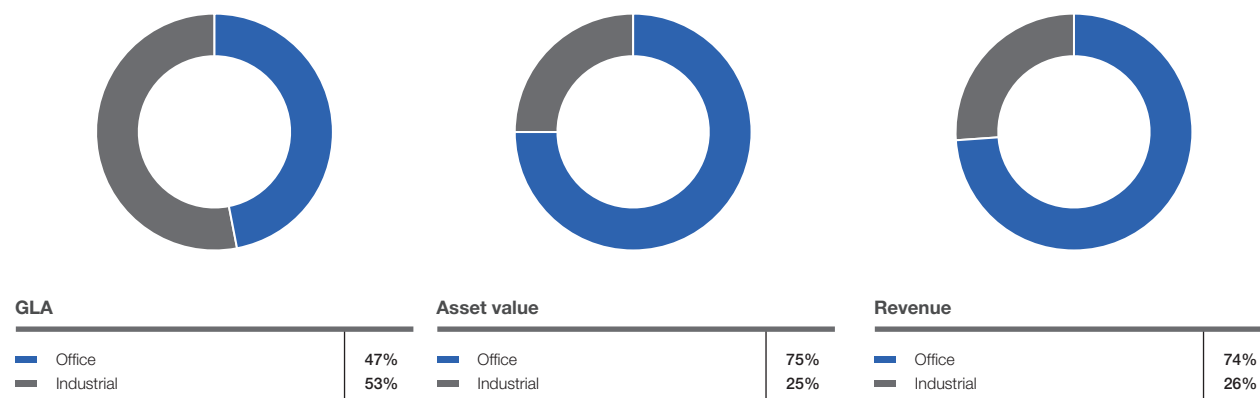
Post 30 September 2017, the Fund completed the acquisition of 6 – 8 and 11 Siddons Way, Hallam. This increased the Fund's exposure to Victoria. The Fund's exposure to the two best performing economies of New South Wales and Victoria is now 64% by asset value (30 September 2016: 51%).



\* Includes acquisition of 6 – 8 and 11 Siddons Way, Hallam post-balance sheet date for AUD22.0mn which settled on 18 October 2017.

## Sectoral spread\*

The Fund has maintained its bias towards metropolitan office markets, with the Fund's exposure to this sector increasing to 74% (30 September 2016: 73%).



## Leasing activity

At the date of this report, the portfolio is 98.4% occupied by revenue, an improvement from 94.6% at 31 March 2017. The vacancy largely comprises acquired vacancy at 324 Queen Street in Brisbane, which has taken longer than expected to lease up but is starting to gain momentum, particularly the newly refurbished suites which are market-leading in terms of quality and occupier amenity.

Since 31 March 2017, the Fund has leased 5 656m<sup>2</sup> of vacant space leaving vacancy of only 3 206m<sup>2</sup>. Of particular note was the letting of 3 742m<sup>2</sup> at Elizabeth Street in Melbourne, which became vacant in March 2017 as a result of the previous tenant being placed in liquidation. The Fund has also entered into signed heads of agreement over a further 961m<sup>2</sup>.

The Fund has also focused on tenant retention and has enjoyed significant success in this regard since 31 March 2017. The Fund has been able to secure the renewal of leases over 7 774m<sup>2</sup>, with a further 11 304m<sup>2</sup> currently subject to signed heads of agreement. Of the 11 304m<sup>2</sup> subject to heads of agreement, 1 934m<sup>2</sup> relates to vacancy in FY19, 6 370m<sup>2</sup> relates to vacancy in FY20 and 3 000m<sup>2</sup> relates to vacancy in FY21. Management is committed to managing upcoming vacancy and is actively engaged with all of the Fund's tenants on a regular basis in this regard.

Since 31 March 2017, the Fund completed the following leasing transactions:

Signed leases	GLA	WALE	Escalations
<b>Replacement leases/renewals</b>			
Office	7 774	8.4	3.62%
<b>Letting of vacancy</b>			
Office	5 656	4.1	3.60%
<b>Total</b>	<b>13 429</b>	<b>6.7</b>	<b>3.61%</b>
<b>Signed HOAs</b>	<b>GLA</b>	<b>WALE</b>	<b>Escalations</b>
<b>Replacement leases/renewals</b>			
Office	11 304	6.5	3.59%
<b>Letting of vacancy</b>			
Office	961	5.7	3.54%
<b>Total</b>	<b>12 265</b>	<b>6.4</b>	<b>3.58%</b>
<b>Total</b>	<b>25 694</b>	<b>6.6</b>	<b>3.60%</b>

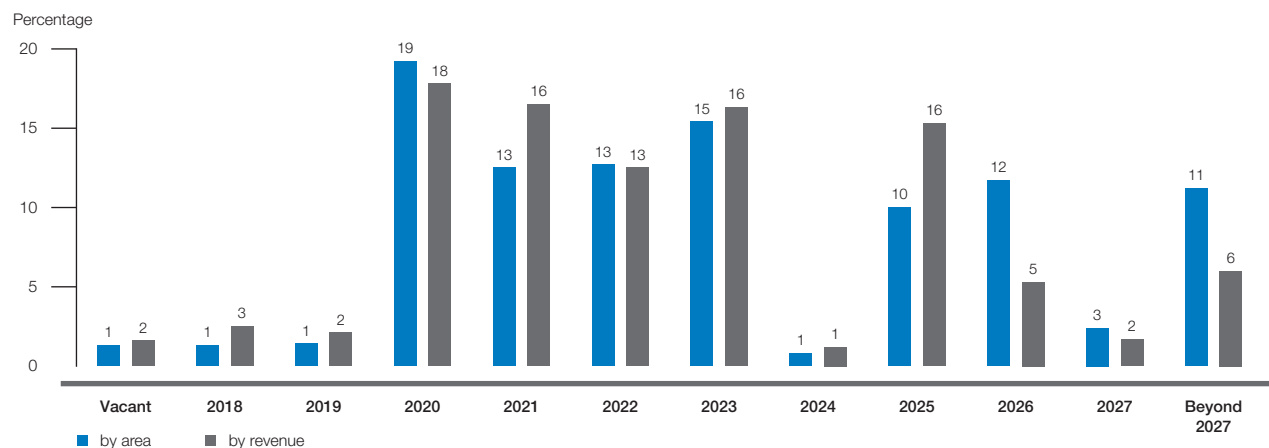
\* Includes acquisition of 6 – 8 and 11 Siddons Way, Hallam post-balance sheet date for AUD22.0mn which settled on 18 October 2017.

# Commentary

(continued)

The Fund's lease expiry profile at the date of this report remains strong with a weighted average lease expiry of 4.6 years by revenue with 47% of leases expiring after five years. The lease expiry profile reflects the quality and sustainability of the Fund's net property income. The majority of the Fund's near term expiry is concentrated in New South Wales which continues to show strong rental growth.

## Lease expiry profile\*



## Capital and risk management

The Fund's gearing ratio as at 30 September 2017 was 32.0% (33.8% following the acquisition of 6 – 8 and 11 Siddons Way, Hallam). The Fund's long-term strategy is to maintain gearing between 35% and 40%, however, the Fund will manage gearing levels to take advantage of attractive acquisition opportunities. The weighted average maturity of the Fund's debt is 3.3 years and the Fund has fixed 87.7% of its interest rate exposure for a weighted term of 7.2 years at a rate of 2.43%. The Fund's all in cost of funding is currently 3.61%. During the period, the Fund bought back 1.5% of the units on issue at an average price of ZAR12.99, reflecting an implied yield of approximately 8.0% and which represents relative value compared to where direct assets have been trading.

## Australian REIT structure

The Fund allows for the tax efficient flow-through of net income to unitholders. The Fund is an uncapped and open-ended fund and existing and future unitholders will hold a participatory interest in the Fund, which entitles unitholders to a *pro rata* share of the underlying income generated by the Fund and a *pro rata* beneficial interest in the assets of the Fund. The Fund is registered as a Managed Investment Scheme in Australia. The Fund is governed and operated by IPL as Responsible Entity, and is managed by Investec Property Management Pty Limited.

## Unitholders

At 30 September 2017, Investec Property Fund Limited and Investec Bank Limited are the only unitholders holding in excess of 5% of the Fund's total issued units, holding 23.15% and 16.68% respectively.

Number of units in issue	429 264 711
Number of unitholders	5 033

## Changes to the board

There have been no changes to the board of IPL during the period.

\* Includes acquisition of 6 – 8 and 11 Siddons Way, Hallam post-balance sheet date for AUD22.0mn which settled on 18 October 2017.

## Prospects

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The Fund is well positioned to deliver long-term sustainable income and capital growth to investors through the acquisition and efficient management of quality properties and conservative capital and risk management.

Distribution growth guidance for the full year is maintained at 3.0% to 4.0% pre WHT as previously indicated, provided there are no material changes to the underlying portfolio or other events that could impact growth.

The information and opinions contained above are recorded and expressed in good faith and are based upon sources believed to be reliable. No representation, warranty, undertaking or guarantee of whatever nature is made or given concerning the accuracy and/or completeness of such information and/or the correctness of such opinions.

Any reference to future financial information included in this announcement has not been reviewed or reported on by the Fund's independent auditors.

On behalf of the board of Investec Property Limited as Responsible Entity for Investec Australia Property Fund.



**Richard Longes**

*Chairman*

14 November 2017



**Graeme Katz**

*Chief Executive Officer*

# Commentary

(continued)

## Basis of accounting

The condensed consolidated interim financial statements are prepared in accordance with International Financial Reporting Standard, (IAS) 34 Interim Financial Reporting, the SAICA Financial Reporting Guides as issued by the Accounting Practices Committee and Financial Reporting Pronouncements as issued by Financial Reporting Standards Council.

The accounting policies applied in the preparation of these reviewed interim condensed consolidated financial results are in terms of International Financial Reporting Standards and are consistent with those applied in the previous annual financial statements.

## Review conclusion

The reviewed interim condensed consolidated financial statements for the period ended 30 September 2017 have been reviewed by KPMG Inc, who expressed an unmodified review conclusion. A copy of the auditor's review report is available for inspection at IPL's registered office.

The auditor's report does not necessarily report on all of the information contained in these financial results. Unitholders are therefore advised that in order to obtain a full understanding of the nature of the auditor's engagement they should obtain a copy of the auditor's review report together with the accompanying financial information from IPL's registered office.

## Interim distribution

Notice is hereby given of an interim distribution declaration number 8 of:

- 4.95467 AUD cents per unit pre WHT; and
- 4.64211 AUD cents per unit post WHT,

for the six months ended 30 September 2017. Withholding tax of 0.31256 AUD cents per unit will be withheld from the distribution paid to non-Australian unitholders. This is regarded as a foreign distribution for South African unitholders and a local distribution for Australian resident investors.

The salient dates relating to the distribution are as follows:

**2017**

Exchange rate to convert the distribution to Rand	Tuesday, 28 November
Last day to trade <i>cum</i> distribution	Tuesday, 5 December
Units to trade <i>ex</i> distribution	Wednesday, 6 December
Distribution amount transferred to South Africa	Friday, 8 December
Record date	Friday, 8 December
Distribution posted/paid to certificated unitholders and accounts credited by CSDP or broker to dematerialised unitholders	Monday, 11 December

*Units may not be dematerialised or rematerialised between commencement of trade Wednesday, 6 December 2017 and close of trade on Friday, 8 December 2017.*

The Board is considering a distribution re-investment alternative in which a unitholder would be entitled to re-invest the cash distribution in return for units in the Fund, failing which they will receive the cash distribution in respect of all or part of their unit holding. A further announcement will be made in this regard on/before Tuesday, 28 November 2017.

Total distribution rate: 4.95467 AUD cents per unit

	<b>Cents per unit</b>
Fund payment	2.07871
Interest income	0.00754
Tax deferred	2.86842
	<b>4.95467</b>

This distribution includes a "Fund Payment" amount of 2.07871 AUD cents per unit, pursuant to Subdivision 12-H of Schedule 1 of the Taxation Administration Act 1953 and relates to the period ending 30 September 2017.

The Fund declares that it is a managed investment trust for the purposes of 12-H of Schedule 1 of the Taxation Administration Act 1953, in respect of the income year ended 31 March 2018. The proportion of the payment in respect of the year ending 31 March 2018 which is attributable to a fund payment from a clean building managed investment trust is nil cents per unit.

The above information has been included in the notice solely to assist other entities with Australian withholding tax obligations that may arise in respect of any amounts distributed to non-Australian residents.



## Tax implications

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The Fund and its management arrangements are structured to meet the required criteria to be classified as a Managed Investment Trust for Australian tax purposes. As a Managed Investment Trust, the responsible entity will be required to withhold tax in Australia at a concessional rate of 15% on distributions to individual and institutional unitholders in South Africa. However, the effect of this tax on the Fund's distribution for the period from 1 April 2017 to 30 September 2017 has been reduced to 6.30841%, equivalent to 0.31256 AUD cents per unit, through certain deductions such as depreciation. Thus, withholding tax of 0.31256 AUD cents per unit will be withheld from the distribution accruing to unitholder and will be paid to the Australian Taxation Office.

The distribution is not subject to dividend withholding tax in South Africa. The distribution, net of withholding tax, received by South African institutional and individual unitholders will constitute income and will be subject to income tax in South Africa at the Unitholder's marginal tax rate. Tax paying unitholders will be able to claim a rebate against the withholding tax paid in Australia. Non-tax paying unitholders will not be entitled to claim a rebate.

The above summary of the tax treatment of the foreign distribution does not constitute legal or tax advice and is based on taxation law and practice at the date of this circular. Unitholders should take their own tax advice as to the consequences of their investment in the Fund and are encouraged to consult their professional advisors should they be in any doubt as to the appropriate action to take.

By order of the board

### **Investec Property Limited**

*Company Secretary*

14 November 2017

# Company Information

## Directors of the responsible entity

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Richard Longes<sup>#</sup> (Non-executive chairman)  
Stephen Koseff (Non-executive)  
Graeme Katz (Executive)  
Samuel Leon (Non-executive)  
Sally Herman<sup>#</sup> (Non-executive)  
Hugh Martin<sup>#</sup> (Non-executive)

<sup>#</sup> *Independent*

## Directors of the manager

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Graeme Katz (Executive)  
Zach McHerron (Executive)  
Kristie Lenton (Executive)  
Samuel Leon (Non-executive)

## Investec Australia Property Fund

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Registered in Australia in terms of ASIC (ARSN 162 067 736)  
Registered in terms of the Collective Investment Schemes Control Act No. 45 of 2003  
Share code: IAP  
ISIN: AU60INL00018

## Company secretary of the responsible entity

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Paul Lam-Po-Tang (BCom, LLB)

## Registered office and postal address of the responsible entity and date of establishment of the Fund

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AUSTRALIA:  
Level 23, Chifley Tower  
2 Chifley Square  
Sydney  
New South Wales  
2000  
Australia

LOCAL REPRESENTATIVE OFFICE:

2nd Floor  
100 Grayston Drive  
Sandown  
Sandton  
2196

## Responsible entity

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Investec Property Limited  
(ACN 071 514 246 AFSL 290 909)  
Level 23, Chifley Tower  
2 Chifley Square  
Sydney  
New South Wales  
2000  
Australia

## Manager

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Investec Property Management Pty Limited  
(ACN 161 587 391)  
Level 23, Chifley Tower  
2 Chifley Square  
Sydney  
New South Wales  
2000  
Australia

## Transfer secretaries

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Computershare Investor Services Proprietary Limited  
Rosebank Towers  
15 Biermann Avenue  
Rosebank  
2196  
(PO Box 61051, Marshalltown, 2107)  
Phone: +27 11 370 5159

## Sponsor

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The Corporate Finance division of Investec Bank Limited  
2nd Floor  
100 Grayston Drive  
Sandown  
Sandton  
2196  
(PO Box 785700, Sandton, 2146)

## Custodian

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Perpetual Corporate Trust Limited  
(ACN 000 341 533)  
Level 12, 123 Pitt Street  
Sydney  
New South Wales  
2000  
Australia

*Established on 12 December 2012 in Sydney, Australia. Registered as a Managed Investment Scheme with ASIC under the Corporations Act 2001 on 6 February 2013. On 23 August 2013, the Registrar of Collective Investment Schemes authorised the Fund to solicit investments in the Fund from members of the public in the Republic of South Africa in terms of section 65 of the Collective Investment Schemes Control Act, 45 of 2002, as amended.*



