



Product Review

Specialist Property Fund

ISSUE DATE 11-04-2022

About this Review

ASSET CLASS REVIEWED	PROPERTY AND INFRASTRUCTURE
SECTOR REVIEWED	GLOBAL LISTED PROPERTY
SUB SECTOR REVIEWED	MULTI-MANAGER
TOTAL FUNDS RATED	3

About this Fund

ASIC RG240 CLASSIFIED	NO
FUND REVIEWED	SPECIALIST PROPERTY FUND
APIR CODE	WPC0012AU
PDS OBJECTIVE	TO PROVIDE A LEVEL OF INVESTMENT THAT IS REASONABLE WHEN COMPARED TO THE LONG-TERM INVESTMENT HORIZON OF THE FUND AT THE HIGH LEVEL OF INVESTMENT RISK.
INTERNAL OBJECTIVE	THE FUND'S INTERNAL OBJECTIVE IS TO OUTPERFORM THE BENCHMARK BY 2% P.A. (BEFORE FEES) OVER ROLLING FIVE-YEAR PERIODS.
STATED RISK OBJECTIVE	TARGETED TRACKING ERROR OF LESS THAN 5% P.A. OVER ROLLING FIVE-YEAR PERIODS.
DISTRIBUTION FREQUENCY	QUARTERLY
FUND SIZE	\$93.5M AS AT 31 JANUARY 2022
FUND INCEPTION	18-11-2005
MANAGEMENT COSTS	0.97% P.A.
RESPONSIBLE ENTITY	IOOF INVESTMENT SERVICES LTD

About the Fund Manager

FUND MANAGER	IOOF INVESTMENT SERVICES LTD
OWNERSHIP	100% OWNED BY INSIGNIA FINANCIAL LTD. ASX CODE: IFL.
ASSETS MANAGED IN THIS SECTOR	\$2.8BN AS AT 31 JANUARY 2022
YEARS MANAGING THIS ASSET CLASS	16

Investment Team

PORTFOLIO MANAGER	SIMON GROSS
INVESTMENT TEAM SIZE	3
INVESTMENT TEAM TURNOVER	MODERATE
STRUCTURE / LOCATION	PM / SYDNEY AND MELBOURNE

Investment process

INVESTMENT STYLE	MULTI-MANAGER
MARKET CAPITALISATION BIAS	LARGE CAP
BENCHMARK	FTSE EPRA NARIET DEVELOPED NR HEDGED IN AUD
TYPICAL NUMBER OF MANAGERS	3

Fund rating history

APRIL 2022	RECOMMENDED
APRIL 2021	RECOMMENDED
APRIL 2020	RECOMMENDED

What this Rating means

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

Strengths

- The Trust is managed by an experienced and well-led investment team.
- IOOF implements a robust and consistently applied research process underpinning underlying manager selection and portfolio construction functions.
- Relatively strong alignment of interests of the investment team with end investors.
- Since the acquisition of MLC in May 2021, the IOOF Investment team has been selectively accessing the MLC investment team insights and resources. This has been very measured and designed to complement the IOOF's investment process and manager selection.

Weaknesses

- Although the value proposition is strong, the Trust's overall fee load is relatively high in the peer group.

Fund Risk Characteristics

	LOW	MODERATE	HIGH
BUSINESS SUSTAINABILITY RISK		●	
CAPITAL VOLATILITY			●
FOREIGN CURRENCY EXPOSURE		●	
SECURITY CONCENTRATION RISK		●	
SECURITY LIQUIDITY 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 7 equates to a Risk Label of 'Very High' and an estimated number of negative annual returns over any 20 year period of 6 or greater. 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		●	

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.

ANALYST: RON MEHMET | APPROVED BY: ROBBIE LEW

Specialist Property Fund

ISSUE DATE 11-04-2022

Fee profile

	LOW	MODERATE	HIGH
FEES VS. UNIVERSE			●
FEES VS. ASSET CLASS		●	

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

What is this Fund?

- The Specialist Property Fund ('the Fund') invests in a single asset class via a selection of specialist Global listed property investment managers. The Fund has an internal investment objective to deliver a return that exceeds the FTSE EPRA/NAREIT Developed Real Estate Index – Hedged AUD ('the Benchmark') by 2% p.a. over five-year periods (before fees).
- The Fund is managed by IOOF Investment Services Ltd ('IOOF' or 'the Manager'). IOOF adopts a Multi-Manager investment style, taking an active approach. The Manager believes a well-researched and carefully constructed portfolio of global property investment managers will reduce volatility and provide superior risk-adjusted returns over the long term. This is achieved by minimising the effect of style bias (i.e. being style neutral) and maximising manager diversification.
- As per the PDS dated 30 November 2019 including information for financial year ended 30 June 2021. The ongoing annual fees and cost to investors in the Fund includes management fees and costs of 0.97% p.a. which comprise 0.97% p.a. management fee and performance fee of 0.00% p.a. Of note the Fund does not charge a performance fee at the headline level. The net transaction costs for the Fund were 0.31% p.a. for the 12-month period ended 30 June 2021. Transaction costs include explicit (e.g., brokerage, stamp duty, clearing) and implicit (buy/ sell spreads) costs of buying and selling underlying assets (like shares or fixed income) and the cost of hedging/ protection strategies incurred in managing the Fund. These costs are not paid to the Manager. Some transaction costs may be incurred due to investor activity (e.g., buying securities when new application money flows into the Fund and selling securities to meet Fund redemptions) and these may be recouped via the Fund's buy/sell spreads (an investor activity fee). As at the time of this review, the Fund's buy/sell spreads were 0.06%/ 0.02% but as these can change frequently depending on market conditions, please refer to the Manager for the latest information.

Using this Fund

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

- Lonsec notes that the Manager has produced a Target Market Determination (TMD) which forms part of its design and distribution arrangements for the Fund. Lonsec has sighted the TMD that has been provided by the Manager and notes that this should be referred to for further details on the Target Market Summary Description of Target Market and Review Triggers.
- While the Fund seeks to invest in listed property securities that deliver reliable long-term cash flows, its returns are also subject to equity market risk. This

means that movements (both positive and negative) in the prices of the portfolio's underlying securities will impact returns. Investors should therefore be aware that there is risk of capital loss being incurred.

- The Fund is partially hedged to reduce the impact of currency movements on returns. As at 31 July 2021, approximately 46% of the Fund's net assets were hedged. Investors should be aware that the Manager has considerable discretion in varying this hedge ratio.
- If net assets in the Fund are hedged, Australian accounting rules require that gains or losses from settled hedging contracts be recognised within a fund's distributable income. When there is high volatility in currency markets hedging may impact the Fund's ability to pay distributions.

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

- IOOF Holdings Ltd has changed its name to Insignia Financial Ltd. The Insignia Financial Group is made up of a number of leading brands including IOOF and MLC.
- Since the acquisition, there have been no significant changes to the investment philosophy and/or process.
- Since the acquisition of MLC in May 2021, the IOOF Investment team have been selectively accessing the MLC investment team insights and resources. This has been very measured and designed to complement IOOF's investment process and manager selection.
- The Investment team has obtained access to MLC Asset Management's consulting resource – JANA. The input from JANA has thus far been limited compared to the services received from the incumbent dedicated asset consultant – Mercer.

Lonsec Opinion of this Fund

People and resources

- In May 2021, Insignia Financial Ltd (ASX code: IFL) completed its transaction agreement with the National Australia Bank (ASX Code: NAB) to acquire 100% of the MLC wealth management business. Upon finalisation of this transaction, the investment resources and personnel have begun working together to manage their respective products. With both businesses having significant experience in investment management, there are positive synergies meaning the collaboration has been additive to both parties. Further, there have been minimal disruptions to investment processes or personnel. Lonsec believes this process was professionally managed and has therefore resulted in a smooth transition and ongoing function for both businesses. Reporting lines, roles and responsibilities remain clear and undisrupted.
- The investment team is led by CIO Dan Farmer and further succession planning efforts also saw the appointment of Stanley Yeo as Deputy CIO and Head of Equities. Farmer previously managed the Australian equities portfolios at IOOF, and prior

ANALYST: RON MEHMET | APPROVED BY: ROBBIE LEW

Specialist Property Fund

ISSUE DATE 11-04-2022

to joining the organisation, was Senior Executive Investments at Telstra Super. Lonsec believes that Farmer possesses the appropriate experience and skills to lead the team and has skilfully navigated the changes that have arisen from the MLC/Insignia Financial Ltd merger.

- The team consists of 22 people in total, other than Farmer and Yeo. The rest of the team comprises six heads of asset class/implementation, one head of governance, five portfolio/asset managers, one asset allocation manager, three performance analysts, three implementation analysts, and one governance specialist.
- IOOF relies on the services of an external asset consultant, Mercer, when formulating individual strategies. Mercer provides ad-hoc advice and is an important input in terms of formulating strategic asset allocation and strategic tilting. Lonsec views Mercer as well-equipped to provide guidance and advice to the team. Lonsec believes there is a balance to be struck by the Manager when considering advice from Mercer whilst maintaining full discretion over portfolio management decisions. Pleasingly, their working relationship appears collaborative, but this will continue to be an area of focus for Lonsec in future reviews.
- The Fund is managed by Head of Property Simon Gross. He is primarily responsible for appointing and terminating managers and determining manager allocations in the portfolio. Gross is an experienced property professional with 42 years' industry experience in direct/unlisted property and has managed a number of institutional property portfolios. In addition to being PM for this Fund, Gross also manages an Australian direct property portfolio for IOOF. Lonsec's impressions are that he is an experienced and capable property investor and that his breadth and depth of experience in direct real estate is an advantage over other multi-managers in the sector.
- Gross is supported by Mark D'Arcy Bean who has 36 years of industry experience. Whilst, the team's high level of property experience, compared to other relevant experience like listed equities or risk analytics, is viewed positively,
- Lonsec views key person risk associated with Gross as low to moderate given the strong support and backup structure implemented.
- The Manager's variable remuneration structure is measured against individual asset sector benchmarks and peer group comparisons and is linked to rolling one and three-year performance periods. Lonsec considers this to be a reasonable alignment with short and medium-term performance, however less so with longer-term objectives in high-risk profile funds managed by the team. IOOF allows members of the investment team to receive their bonuses (up to 100% base) in IFL shares. Lonsec views this change positively and believes it promotes further alignment and retention across the team. Lonsec understands the scheme is available to more senior investors

Research and portfolio construction

- IOOF's research process integrates both quantitative and qualitative factors. The quantitative process is used to establish specific risk/return objectives at both the Fund and sector level and also to assist in the screening, modelling, and identifying investment managers that in aggregate have the attributes to construct a blended portfolio to meet a specific return and risk target. Overall, Lonsec considers IOOF's manager research process to be detailed and transparent.
- IOOF's research process aims to establish a narrow universe of funds that have been filtered by various criteria including IOOF's house views on suitable styles of managers for given asset classes and managers rated highly by Mercer. While Lonsec has a positive view of the depth and breadth of Mercer's domestic and global investment manager coverage, Lonsec is mindful of increased turnover within Mercer's Manager Research Boutique (MRB) over recent years. Combined with IOOF's sector specialist model, Mercer's MRB has allowed the Manager to undertake research across a broader range of underlying managers and strategies. Stability at Mercer will be important to IOOF and the Fund's management.
- Pleasingly, IOOF has a well-developed list of designated backup managers in the event of an adverse scenario eventuating (i.e., key Portfolio Manager departing). Lonsec looks favourably on multi-manager strategies having well-formulated contingency plans, believing it to be consistent with industry 'best practice'.
- IOOF believes that traditional Tactical Asset Allocation (TAA) can be a source of unrewarded risk to investors. Instead, a 'Strategic Tilting' framework is employed, where the Fund may deviate from the aggregate underlying investment manager positions to capture price adjustments associated with mean reversion back towards the long-term average. These opportunities arise when a market has moved to an extreme (over or undervaluation). Lonsec is supportive of this approach, believing it may provide a basis for improving the Fund's risk/return outcome.

ESG Integration

- The Manager has articulated a commitment to the integration of ESG within their investment process with evidence of a policy framework and public positioning. The ESG policy is freely available on the firm's website. Overall Lonsec views the strength of this commitment to be in line with peers.
- The level of disclosure with respect to the Manager's proxy voting policy and voting outcomes is in-line with peers with a limited policy framework. While reporting on voting decisions is publicly available, the reporting is lagging peers. The Manager does not provide any details on engagement policy or engagement outcomes.
- There is clear evidence of ESG incorporation when selecting a manager. Elements of ESG are visible throughout the product design process. High-level monitoring of ESG characteristics at the manager level is evident. Overall ESG integration within the investment process is in-line with peers.

ANALYST: RON MEHMET | APPROVED BY: ROBBIE LEW

P 3-9

Specialist Property Fund

ISSUE DATE 11-04-2022

- The lead portfolio manager demonstrates an ability to engage on broad ESG topics and the Manager has a systematic approach to track engagement outcomes. ESG is integrated across the majority of the portfolio. The Manager has an observable approach to performing detailed look-through ESG analysis of underlying holdings. Overall, on a peer relative basis, Lonsec considers the overall level of ESG integration within the Trust to be low to moderate.

Risk management

- Lonsec has been satisfied with the structure of the risk management functions embedded within the investment process. While continually evolving, the Manager has integrated compliance systems that enable underlying mandates to be implemented to ensure compliance with their predefined guidelines.
- Underlying managers are typically accessed via separately managed accounts enabling IOOF to tailor mandates to its requirements, e.g., maximum stock bet limits or maximum cash holdings. Lonsec considers this a positive structure as it can facilitate tighter portfolio construction, better product design control, the opportunity for better pricing, improved tax efficiency for investors, and the ability to manage implementation and transitions more efficiently.
- IOOF closely monitors manager portfolios and weightings on a daily basis and investigates daily any excess return outliers exceeding the 99% confidence level. In Lonsec's opinion, ongoing mandate monitoring is very important within the Multi-Manager structure, as it is just as critical for underlying managers to be adhering to their investment process as it is that the process is of high quality.
- The Product Operational Accounting and the Office of the Responsible Entity undertake operational due diligence on potential investment managers and undertake annual reviews of the operational risks associated with employed managers. Lonsec views this positively as it reduces the workload of Portfolio Managers and improves specialisation.
- The team is continuing to improve the transparency of the underlying portfolios and has added these portfolios into Bloomberg PORT and FactSet.

Performance

- The Fund's internal investment objective is to outperform the FTSE/EPRA Developed Real Estate Index AUD Hedged by 2% p.a. gross of fees over rolling five-year periods.
- To 31 January 2022, the Fund returned, net of fees, over one, three, and five years 27.8% p.a., 8.7% p.a., and 9.5% p.a. respectively. Overall, in these three time periods, the Fund outperformed both the Benchmark and the Lonsec median peer group. The Fund's volatility (as measured by the annualised standard deviation) and maximum drawdowns overall these three time periods were below the peer median group metrics.
- The Fund's returns and annualised standard deviation outcomes have resulted in the Sharpe ratio to 31 January 2022 being above the peer group median metrics for all three time periods.

Overall

- Lonsec has maintained the Fund's 'Recommended' rating at its most recent review. The rating reflects the high regard and conviction for the experience and calibre of the investment team. The rating is also underpinned by Lonsec's positive view of the Fund's robust and repeatable investment process. Notably, the increased resourcing post-integration of the OnePath team provides further depth of expertise within investment management and risk management.
- Considering the integration of MLC is expected to be a multi-year journey, Lonsec will be closely monitoring the degree of collaboration and realised synergies.

People and Resources

Corporate overview

Insignia Financial Ltd ('Insignia Financial') is a wealth management company offering products and services across, financial advice and distribution, portfolio and estate administration, and investment management.

Insignia Financial is listed on the Australian Stock Exchange (ASX code: IFL). As of 31 December 2021, Insignia Financial had \$325.8bn in Funds Under Management and Administration.

These services are operated through a suite of brands including IOOF, Shadforth, Lonsdale, Bridges Financial Services, Consultum Financial Advisers, M3 Financial Services, RI Advice and Australian Executor Trustees.

Size and experience

NAME	POSITION	EXPERIENCE	
		INDUSTRY /	FIRM
DANIEL FARMER	CIO	26 /	12
SIMON GROSS	HEAD OF PROPERTY	42 /	18
MARK D'ARCY-BEAN#	ASSET MANAGER	36 /	3

Primary back-up

The Investment Team is structured along specialist lines. Simon Gross is head of Property and is a qualified property valuer having been at IOOF for 17 years. In addition to being the Portfolio Manager for this Fund, Gross also manages IOOF's Australian direct property portfolios. Gross has 42 years of industry experience and has managed a number of large institutional Australian property portfolios over this period. Gross is supported by Mark D'Arcy Bean as Asset manager with 36 years industry experience. D'Arcy Bean is a qualified valuer and has held senior positions at Knight Frank and Colliers International.

The Portfolio Manager conducts qualitative and quantitative research and provides overall data support and recommendations to the six-member Investment Management Committee ('IMC'). The IMC ultimately considers and approves asset allocation decisions and manager appointments.

The IMC meets bi-monthly or more frequently if required, and comprises Anthony Hodges (Chairman and External Member), Denise Allen, and Mary-Anne Nunan (External Members). Daniel Farmer (CIO), Stanley Yeo (Deputy CIO), and Manish Utreja (Head of

ANALYST: RON MEHMET | APPROVED BY: ROBBIE LEW

Specialist Property Fund

ISSUE DATE 11-04-2022

Alternatives). Osvaldo Acosta has been appointed as Secretary.

Back-office functions are performed by IOOF's Investment Operations Team. Compliance monitoring, custody, unit pricing, registry, and financial reporting functions are outsourced to various parties including Insignia Financial and BNP Paribas; while transition management and implementation are performed by a panel of transition managers including Citi, Macquarie, UBS, and State Street.

Remuneration

The investment team is rewarded with a combination of base salary and variable bonus. 70% of the bonus is assessed on fund performance relative to the relevant peer group over one- and three-year periods, with the other 30% awarded on qualitative factors such as team contribution and client servicing. Members of the investment team may choose to receive their bonus (up to 100% of the base salary) in IFL shares.

Asset Consultant

IOOF has appointed Mercer as its primary external asset consultant since July 2017. The Manager will seek Mercer's consultancy services when performing due diligence on prospective and currently appointed underlying managers, designing neutral benchmarks, stress testing, and performing various other risk management functions. Mercer will also provide strategic tilting advice.

Research Approach

Overview

RESEARCH PHILOSOPHY	BLENDED QUALITATIVE AND QUANTITATIVE RESEARCH,
TARGET MANAGER	HIGH QUALITY BETA AND ALPHA MANAGERS, BOTH ESTABLISHED AND BOUTIQUE.
NO. OF MANAGERS IN UNIVERSE	UNLIMITED
NO. OF MANAGERS ACTIVELY RESEARCHED	ALL MANAGERS RESEARCHED BY MERCER.
RESEARCH INPUTS	VARIOUS - MANAGER MEETINGS AND ASSET CONSULTANTS ETC.

IOOF's integrated quantitative and qualitative investment process aims to establish a narrow universe of funds that have been filtered by various criteria including IOOF's house views on suitable styles of managers for given asset classes and managers rated highly by Mercer. Qualitative research then focuses on the firm's background and history, the key people and resources, investment style and strategy, portfolio construction, and constraints.

Screening of Managers

IOOF places a strong emphasis on active risk budgeting when in the Portfolio Construction process, and therefore identifies the type of managers/mandates required to fulfill particular roles within the available tracking error budget. As such, managers who would be unlikely to fulfill a certain role within the portfolio will be screened out. This approach allows IOOF to minimize the universe of products to a manageable size rather than considering all available managers in each asset class. For example, IOOF's house view on Australian equities is that well-resourced active managers, with a strong alignment of interest between investment staff and investors with relatively low funds under management, are most likely to outperform, and

so will dedicate the research effort to these types of managers as opposed to the entire Australian equity universe.

IOOF also has access to Mercer's Global Investment Manager Database ('GIMD') to enhance the scope of their research capability and as an additional tool for filtering to identify the most suitable funds. GIMD is an online database that encapsulates information ranging from manager research notes, historical performance statistics, ideas emerging in other markets, and economic research on approximately 5,300 managers and 26,000 funds.

Typically, IOOF will focus its research on managers rated B+ or higher by Mercer. However, the discovery of managers may be sourced through any source including Mercer, directly by IOOF, through existing networks and contacts with other industry participants, such as managers, consultants or superannuation plan operators. The IOOF investment team are encouraged to have a wide opportunity set for investment ideas.

Research focus

The list of potential managers identified as research priorities by the screening process will then be subject to additional research by the IOOF team before they can be included in a portfolio. This 'double' layer of manager research typically ensures that final funds in the portfolios have undergone a rigorous review process.

IOOF undertakes a mix of both qualitative and quantitative research. From a qualitative perspective, IOOF considers factors such as the firm's background and history, financial position, the calibre of key decision-makers and the depth of available resources, investment strategy and style, idea generation and portfolio construction processes, and implementation constraints. The types of quantitative analysis conducted will include various types of performance, return and style-based analytics, various types of portfolio holdings-based attribution, and risk factor analytics.

Portfolio Construction

Overview

BENCHMARK	FTSE EPRA NAREIT DEVELOPED NR INDEX HEDGED (AUD)
RETURN OBJECTIVE (INTERNAL)	BENCHMARK PLUS 2% P.A. (BEFORE FEES) OVER ROLLING FIVE YEARS
RISK OBJECTIVE (INTERNAL)	< 5% P.A. TRACKING ERROR OVER FIVE YEARS
INVESTMENT STYLE	MULTI MANAGER
MARKET CAPITALISATION BIAS	LARGE CAP
TYPICAL NUMBER OF MANAGERS	3

IOOF's primary objective with respect to the determination of manager weightings is to achieve a style-neutral portfolio free from any undesired systematic style, capitalisation, or other factor biases relative to the relevant benchmark. Manager weightings are also determined via an assessment of contribution to total active risk to ensure no one manager has a disproportionate expected contribution. However, a manager's contribution to total active risk is not considered in isolation but with reference to the correlation of its excess returns with other managers and the objective of the product.

To summarise the actual portfolio construction process, in the first instance, active risk and return targets are

ANALYST: RON MEHMET | APPROVED BY: ROBBIE LEW

Specialist Property Fund

ISSUE DATE 11-04-2022

set for the Trust's risk profile. The tracking error or risk budget is then apportioned between allowable asset classes based on IOOF's house views of the available risks and opportunities. Finally, managers are selected and blended to fill the risk budget, with each manager's contribution to risk being commensurate with their expected contribution to the alpha target. The number and style of managers within each asset class are also pre-determined according to IOOF's house view.

Manager blending is conducted following both qualitative and quantitative assessments. The qualitative analysis includes a comparative analysis of each manager, and the diversification benefits they offer. Quantitative analysis includes factors such as correlation, historical returns, style biases, capitalisation analysis, regression analysis, and various risk analytics.

Prior to submitting a manager recommendation to the IMC, the recommendation is peer-reviewed by the Investment Manager Peer Review Group. This group consists of senior investment professionals (Chief Investment Officer and Portfolio Managers) that are ultimately responsible for the review of manager proposals before being formally considered by the IMC. This ensures any manager proposal to the IMC has been rigorously peer-reviewed as a means of quality control and to minimise individual bias and subjectivity. It is also a means to consider the manager's proposal in a total portfolio context.

The following summarises the underlying managers within the Fund as of 31 December 2021. Consistent with IOOF's aim of broad style neutrality, there is a selection of managers with varying investment styles.

- Resolution Capital Limited
- Cohen & Steers Capital Management, Inc.
- Pental

Risk Management

Risk limits

SEPARATE RISK MONITORING TEAM	YES
CASH LIMIT	10%

All underlying managers are subject to constraints as specified in an investment management agreement. Most underlying managers are accessed via separately managed accounts. This enables IOOF to tailor mandates to its requirements, for example, maximum stock exposure limits or maximum cash holdings.

The risk tools employed by IOOF include Bloomberg, Factset, and BARRA. Risk analysis is also completed by Mercer, whenever a change to the portfolio is proposed.

Risk monitoring

The IOOF investment manager monitoring process consists of a number of prescribed stages. This includes the review of monthly investment reports, review of quarterly manager questionnaires, formal quarterly manager interviews, quarterly manager review notes, ongoing quantitative performance analytics, and ongoing review of external research. Quarterly Manager Questionnaires cover not only risk and performance but also any changes or developments in people or processes. Formal manager interviews (and site visits where practical) are also conducted on an ad-hoc basis where required.

Manager weightings are monitored on a daily basis and are rebalanced on an ongoing basis using cashflows. Using cashflows in this way means that active rebalancing of the portfolio is rarely required which minimises turnover and transaction costs/tax implications.

Product Operational Accounting and the Office of the Responsible Entity works with the Investment Team to review and assess the operational capabilities of all manager appointments.

This team also monitors, reviews and assesses the operational risks associated with employed Investment Managers on an annual basis.

Operational due diligence includes a review of the systems, policies, processes, and resources managers have in place to monitor and manage operational risk exposures. Reviews typically focus on the below areas:

- Professional indemnity insurance
- Auditing Practices (with reference to GS007 requirements)
- Organisational structures
- Business Continuity Management
- Policy Summaries
- Risk Management Approaches
- Investment Compliance
- Breaches & Incidents

Implementation

Portfolio allocations are monitored daily and rebalanced as necessary (subject to a tolerance range of +/-3% at the asset class level and +/-5% at the manager level). Cashflows are actively used to rebalance the portfolio on an ongoing basis, so the tolerance bands are rarely breached. Cashflows are allocated using a proprietary cashflow management system which allows for straight through processing to underlying investment managers.

External transition managers are appointed from a panel at 'arm's length' to ensure that objectivity is maintained. Custody, unit pricing, registry and financial reporting functions are outsourced to various parties including IOOF and BNP Paribas.

Currency Management

The Manager has discretion in what portion of its underlying portfolio will be hedged back to the Australian Dollar. Consequently, returns will often be partially affected by movements in the Australian Dollar versus other currencies globally.

Currency hedging will typically take place within the underlying mandates, as opposed to a currency hedging overlay on the aggregate portfolio.

Risks

An investment in the Fund carries a number of standard investment risks associated with investment markets. These include economic, market, political, legal, tax and regulatory risks. Investors should read the PDS before making a decision to invest or not invest. Lonsec considers the major risks to be:

Market risk

Investment returns are influenced by the performance of the market as a whole. This means that your investments can be affected by things like changes in interest rates,

ANALYST: RON MEHMET | APPROVED BY: ROBBIE LEW

Specialist Property Fund

ISSUE DATE 11-04-2022

investor sentiment, and global events, depending on which markets or asset classes you invest in and the timeframe you are considering.

Security and investment-specific risk

Within each asset class and each fund, individual securities like mortgages, shares, fixed interest securities, or hybrid securities can be affected by risks that are specific to that investment or that security. For example, the value of a company's shares can be influenced by changes in company management, its business environment, or profitability. These risks can also impact the company's ability to repay its debt.

Currency risk

Investments in global markets or securities which are denominated in foreign currencies give rise to foreign currency exposure. This means that the value of these investments will vary depending on changes in the exchange rate.

Liquidity risk

In some cases, global equities may present low liquidity in particular regions relative to 'deep' markets like the U.S. Emerging markets and small-cap stocks may display low liquidity due to low volume and fewer market participants compared to the major bourses of developed markets.

Other risks

Please refer to the Fund's PDS for more details on items identified by the Responsible Entity and Manager including Liquidity Risk, Counterparty Risk, Legal and Regulatory Risk.

ANALYST: RON MEHMET | APPROVED BY: ROBBIE LEW

P 7-9

Specialist Property Fund

ISSUE DATE 11-04-2022

Quantitative Performance Analysis - annualised after-fee % returns (at 31-1-2022)

Performance metrics

	1 YR		3 YR		5 YR		10 YR	
	FUND	PEER MEDIAN	FUND	PEER MEDIAN	FUND	PEER MEDIAN	FUND	PEER MEDIAN
PERFORMANCE (% PA)	27.82	24.61	8.73	8.73	9.47	8.07	10.01	9.93
STANDARD DEVIATION (% PA)	11.52	12.09	13.38	16.41	11.80	14.45	10.63	12.87
EXCESS RETURN (% PA)	5.66	0.94	3.82	3.07	3.66	2.14	0.93	0.74
OUTPERFORMANCE RATIO (% PA)	66.67	58.33	55.56	55.56	58.33	58.33	54.17	54.17
WORST DRAWDOWN (%)	-4.88	-6.27	-20.01	-24.52	-20.01	-24.52	-20.01	-24.52
TIME TO RECOVERY (MTHS)	2	NR	16	14	16	14	16	14
SHARPE RATIO	2.41	1.67	0.61	0.50	0.71	0.48	0.76	0.62
INFORMATION RATIO	1.17	0.70	0.45	0.45	0.53	0.53	0.16	0.16
TRACKING ERROR (% PA)	4.81	3.22	8.40	4.23	6.85	3.46	5.66	4.37

PRODUCT: SPECIALIST PROPERTY FUND

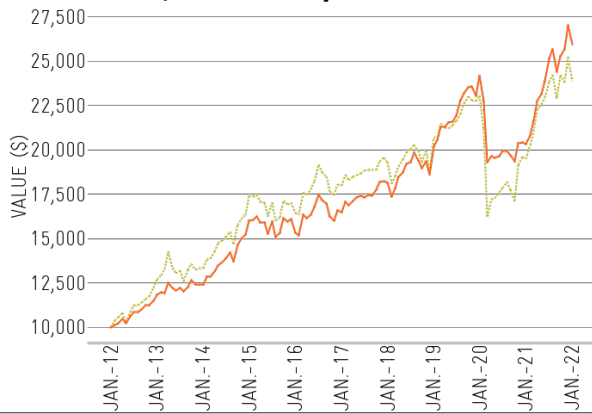
LONSEC PEER GROUP: PROPERTY AND INFRASTRUCTURE - GLOBAL LISTED PROPERTY - MULTI-MANAGER

PRODUCT BENCHMARK: FTSE EPRA/NAREIT DEVELOPED NR INDEX (AUD HEDGED)

CASH BENCHMARK: BLOOMBERG AUSBOND BANK BILL INDEX AUD

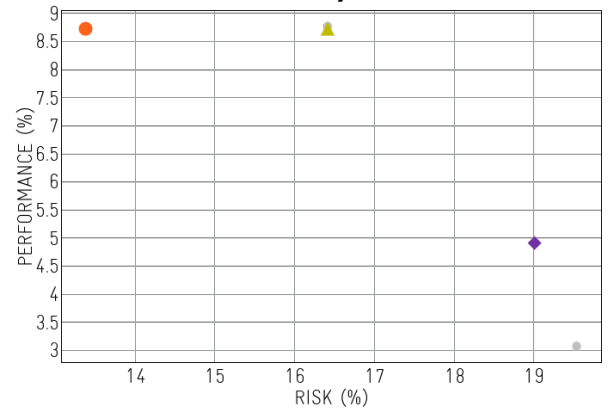
TIME TO RECOVERY: NR - NOT RECOVERED, DASH - NO DRAWDOWN DURING PERIOD

Growth of \$10,000 over 10 years



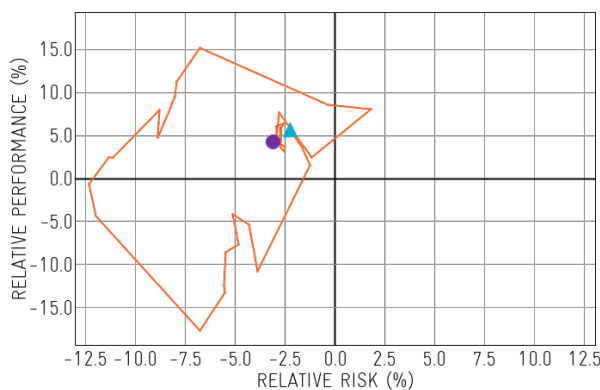
— SPECIALIST PROPERTY FUND
 FTSE EPRA/NAREIT DEVELOPED NR INDEX (AUD HEDGED)

Risk-return chart over three years



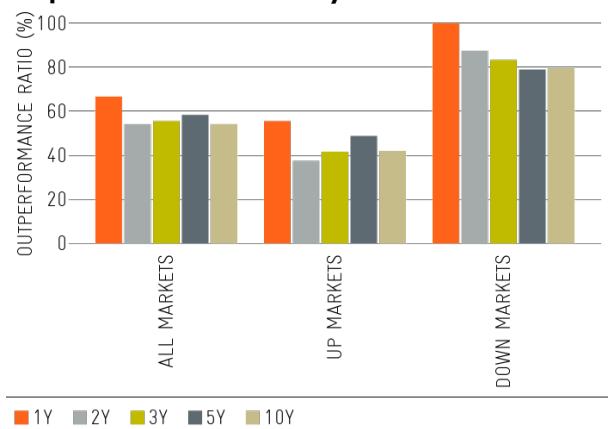
● SPECIALIST PROPERTY FUND
 ◆ FTSE EPRA/NAREIT DEVELOPED NR INDEX (AUD HEDGED)
 ▲ PEER MEDIAN
 ● PEERS

Snail trail



● START (01-2019) ▲ END (01-2022)

Outperformance consistency



■ 1Y ■ 2Y ■ 3Y ■ 5Y ■ 10Y

ANALYST: RON MEHMET | APPROVED BY: ROBBIE LEW

Specialist Property 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

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