



**AIMS**

# **AIMS PROPERTY SECURITIES FUND**

*FY 17 Annual Results Presentation*

**APW.ASX**

**BVP.SGX**

# IMPORTANT INFORMATION



This presentation has been prepared and issued by AIMS Fund Management Limited (ABN 79 004 956 558) (AFSL 258052) as responsible entity for the AIMS Property Securities Fund (ARSN 111 442 150).

The information contained in this presentation should not be taken as financial product advice and has been prepared as general information only, without consideration of specific investment objectives, financial circumstances or particular needs. This presentation is not an invitation, offer or recommendation (express or implied) to apply for or purchase or take any other action in respect of APW or BVP securities.

Certain financial information in this presentation is prepared on a different basis to the Annual Financial Report, which is prepared in accordance with Australian Accounting Standards. Any additional financial information in this presentation which is not included in the Annual Financial Report was not subject to independent audit or review by KPMG.

Investment decisions should not be made upon the basis of its past performance as this may vary.

# TABLE OF CONTENTS



- I. Introduction
- II. Prudential Investment Management
- III. Performance Highlights
- IV. Financial Highlights
- V. Unlisted Investments Highlights
- VI. Management Update
- VII. Outlook



AIMS

# *I. Introduction*



Established in 1991, AIMS Financial Group (AIMS) is a diversified financial services and investment group, active in the areas of mortgage lending, securitisation, investment banking, funds management, property investment and high-tech ventures. AIMS has also strategically invested in the Sydney Stock Exchange (SSX).

Since 1999, AIMS has raised approximately A\$4.0 billion in funds from the capital markets. Of this, AIMS has issued approximately A\$3.0 billion residential mortgage-backed securities, with a majority rated AAA by both Standard & Poor's and Fitch Ratings. AIMS has also originated over A\$8.0 billion of high quality prime home loans since 1991.

AIMS has actively introduced a number of international investors into the Australian market and to date has attracted over A\$1.0 billion of investments into Australia from overseas investors.

AIMS is also the investment manager for AIMS' funds, which amount to circa A\$2 billion as at 30 June 2016. Since 2009, AIMS Group has had a total acquisition and investment total of over A\$2.0 billion in assets.

AIMS' head office is in Sydney, Australia, with global operations in China, Hong Kong and Singapore. Our highly qualified, professional and experienced cross-cultural teams, enable AIMS to bridge the gap between Australia and China across various sectors.

# AIMS FUNDS MANAGEMENT OVERVIEW



AIMS Funds Management is a member of the AIMS Financial Group (AIMS), which specialises in the investment management of direct property, real estate securities and mortgage assets.

AIMS manages funds of circa A\$2.0 billion on behalf of over 12,500 Investors/borrowers as at June 2017 and are the investment manager for AIMS Property Securities Fund, AIMS Commercial Mortgage Fund and a number of unlisted direct property funds.

AIMS also manage, in joint venture with AMP Capital, the AIMS AMP Capital Industrial REIT in Singapore.

The AIMS Property Securities Fund is listed on the ASX and the Singapore Exchange.

The AIMS AMP Capital Industrial REIT is listed on the Singapore Exchange.



# MACARTHURCOOK TURN AROUND STORY



At the time of acquisition, MacarthurCook's fund management business was severely distressed with each of the 4 listed funds and a number of unlisted funds starved of capital and management expertise. Under AIMS' leadership, MacarthurCook's funds have been turned around, stabilised and outcomes improved for investors. Some examples include:

- A. The MacarthurCook Industrial REIT (MI-REIT) listed on the SGX (now known as AIMS AMP Capital Industrial REIT). At the time of the AIMS acquisition of MacarthurCook in 2009, MI-REIT was a vehicle which was in distress. MI-REIT had an obligation to refinance S\$220.8million and purchase a S\$90.2million property, which previous management had entered into in 2007, without first securing finance. As at 31 March 2009, MI-REIT's market capitalisation was approximately S\$60.2 million and total assets were S\$544.0 million. In December 2009, MI-REIT was renamed to AIMS AMP Capital Industrial REIT (AA-REIT). Under the new management of AIMS AMP Capital Industrial REIT Management Limited, a joint venture REIT management company owned 50% by AIMS and AMP Capital, AA-REIT has grown significantly with a market capitalisation S\$932.4 million and S\$1.5 billion total assets as at 30 June 2016.
- B. The privatisation of the MacarthurCook Industrial Property Fund (MIF) which was formerly listed on the ASX and was distressed at the time of acquisition. The share price of the fund at the time AIMS took over MacarthurCook was \$0.16. AIMS reduced vacancy in the MIF portfolio and improved the weighted average lease expiry to more than 5 years. In October 2010, unitholders voted in favour of accepting an offer from a US fund at A\$0.44 per unit representing a 42.0% premium to the pre-announcement trading price.
- C. The AIMS Property Securities Fund (APW) (formerly known as MacarthurCook Property Securities Fund), which is listed on the ASX and SGX. Since the takeover of MacarthurCook, through AIMS management, APW has been able to significantly reduce its debt from A\$44.5 million (gearing ratio of 38%) to nil as at 31 May 2013. APW is now uniquely positioned to access the capital markets in Australia and Asia through its dual listing on the ASX and SGX. Under AIMS' management, the Fund, observing prudent, conservative and patient investment principles, has invested in a portfolio of assets that have not only provided a stable income stream but have demonstrated increases in capital value, with further potential upside. Since June 2013 the fund has maintained a debt free position. The total asset value has grown from A\$59.5 million in June 2013 to A\$93.1 million in June 2017.



AIMS

## ***II. Prudential Investment Management***



In August 2009 when AIMS took over MacarthurCook, APW was exposed to too many poorly managed unlisted trusts and small listed property trusts with little liquidity. This was disastrous:

- APW only held a minority interest in each fund and was ineffective in being able to influence the strategy and direction of the trust or fund;
- The fund managers of the unlisted trusts and funds themselves did not hold material interest in the syndicates/funds and were motivated to increase funds under management, so as to charge more fees. This resulted in reckless borrowing by the fund managers;
- Debt at the APW level was already 38% before considering the debt incurred at the asset level. Look-through debt in some instances was over 100%;
- As the GFC hit and the credit crunch occurred, many of the underlying assets in APW were facing bank foreclosures and as a consequence a wind up of the syndicates/funds; and
- APW with its minority interest in these syndicates/funds was powerless to either exit or effect any change.

Learning from our experience in the GFC, AIMS has carefully followed its prudent, conservative and patient investment approach, focusing not only on income but also capital growth potential.

## **I. POWER AS INVESTOR**

Where possible, hold material or majority interest in its unlisted investments, such that it is able to influence the strategy and direction of the investment.

## **II. ALIGNMENT OF INVESTOR AND FUND MANAGER'S INTEREST**

Invest in funds where the fund manager holds a material interest in the fund to ensure that the fund manager's interests are aligned with our unitholders.

## **III. SUFFICIENT LIQUIDITY FOR LISTED INVESTMENTS**

There must be acceptable liquidity if the investment is listed.

## **IV. INVESTMENT DIRECTION**

Underlying assets must typically be in good locations, with value add or long-term development potential. The assets should ideally produce an income stream, to service conservative borrowings and have potential for rental increases through active management.

## **V. CONSERVATIVE GEARING**

Maintained zero gearing since 2013 and also monitor the underlying investments' debt facilities, so as to sustain a conservative look-through gearing level.



AIMS

## *III. Performance Highlights*



The Fund, observing prudent, conservative and patient investment principles, has endeavoured to maximise returns to investors. Key performance achievements include:

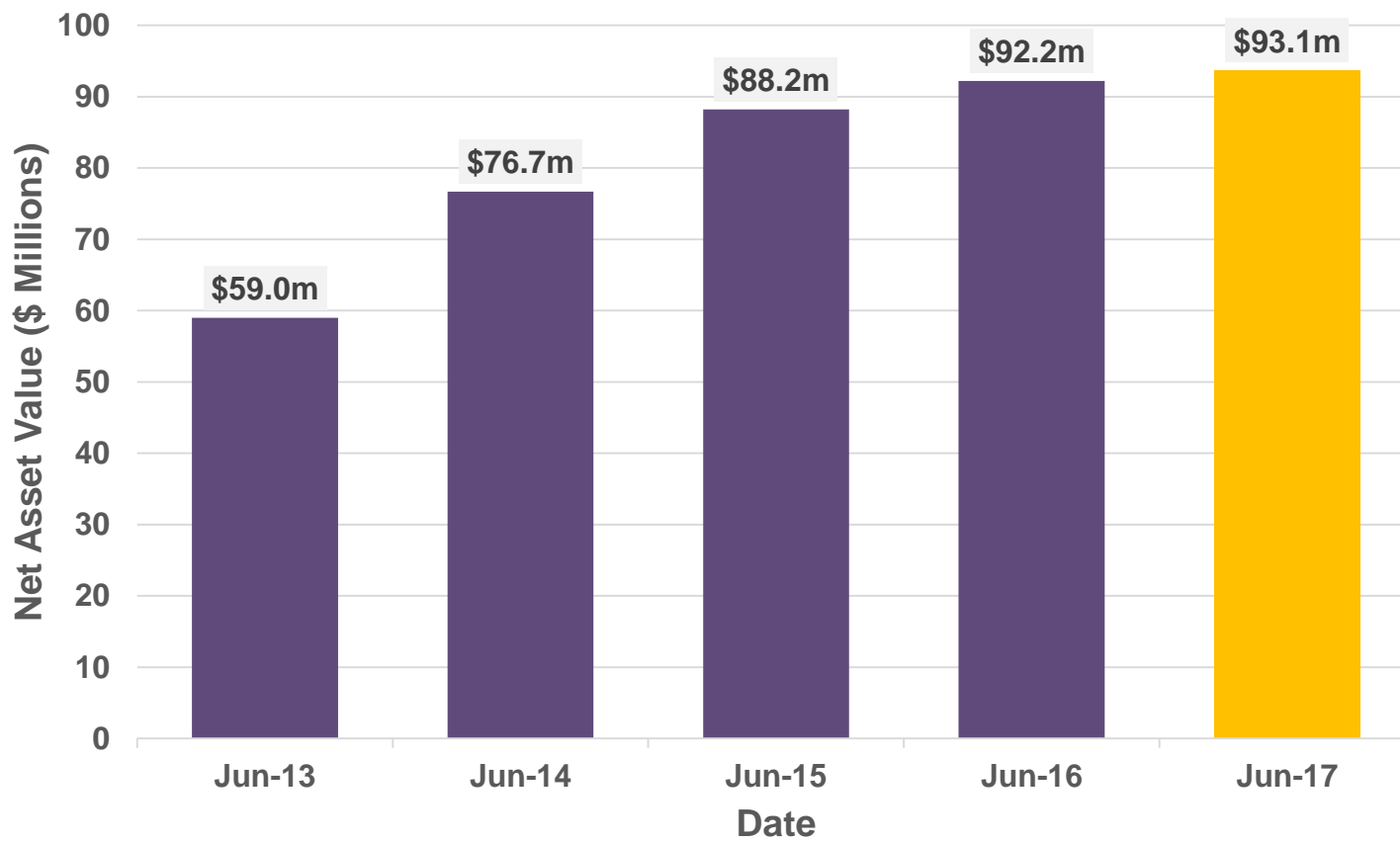
- ▶ ***Growth in Net Asset Value (NAV) and Net Tangible Asset (NTA) per Security***  
Since 2013, NAV has grown from \$59m to \$93m (58% increase) and NTA per security increased by 78%.
- ▶ ***Debt and gearing – prudential capital management***  
Since June 2013, the fund has maintained a debt free position.
- ▶ ***Reduced share price discount to Net Tangible Asset (NTA)***  
Share price discount to NTA decreased from 72% in June 2009 to 28% (30 June 2017). Share price increased by 125% from June 2013 to June 2017.
- ▶ ***Increased total return***  
Over the past 5 years, the fund's compound total return p.a. has significantly outperformed the S&P/ASX 200 A-REIT's compound total return index p.a. (28.7% vs 14.1%).
- ▶ ***Stable enhanced distributions***  
The fund distributes the net operating income at a target payout ratio of 80%. Total distributions from July 16 to June 17, achieved a 4.4% dividend yield (based on the 30 June 2017 share price).

\* Past performance should not be taken as a guide or indication of potential future performance.

# PERFORMANCE – NET ASSET VALUE INCREASED BY 58%



- ▶ Net Asset Value has grown strongly from \$59m to \$93m, representing an annual growth of 12.1% (total increase of 58%). The fund has been debt free since 2013.



# PERFORMANCE – NET TANGIBLE ASSET (NTA) PER SECURITY INCREASED BY 78%

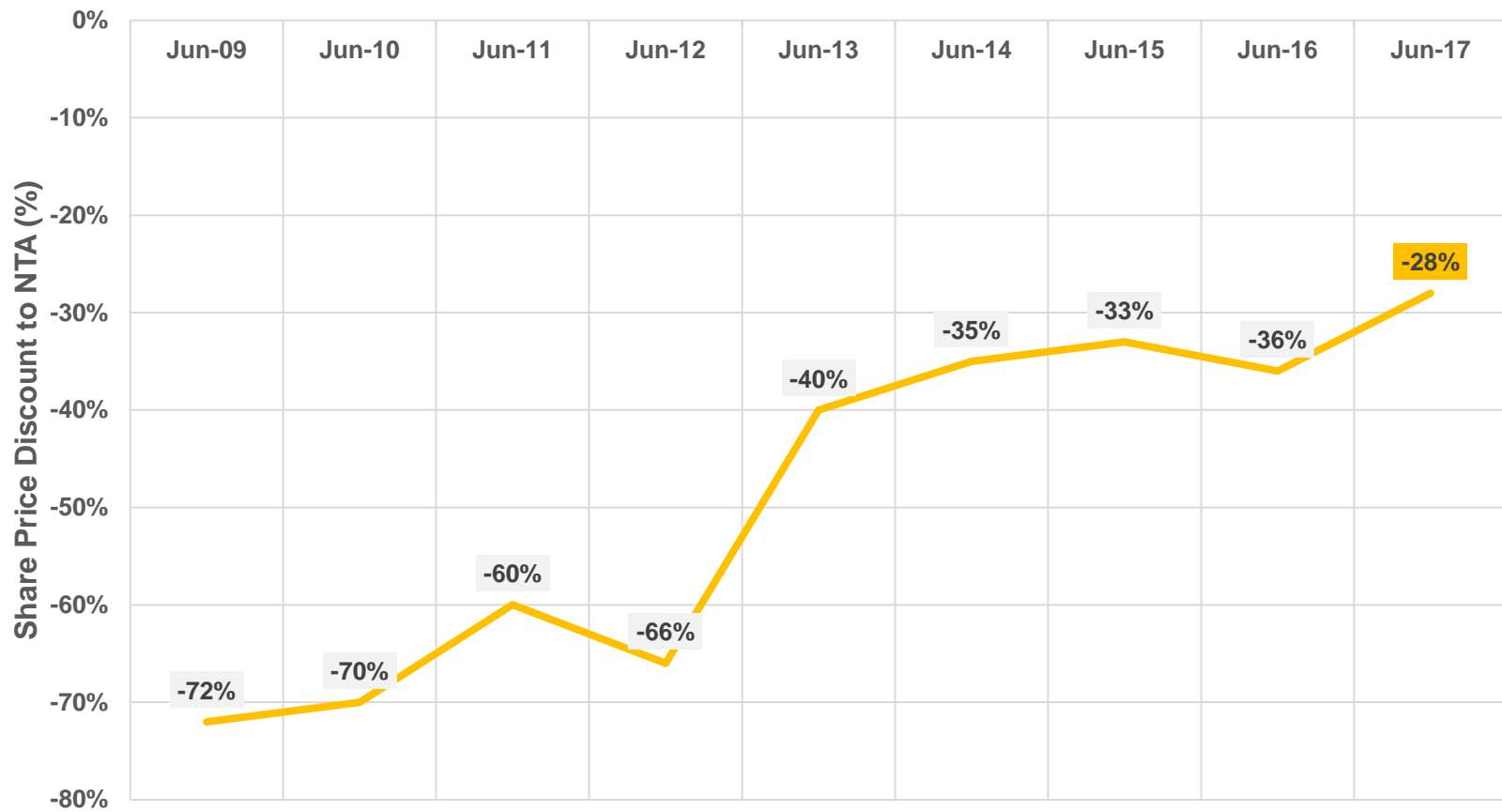


\* The NTAs have been adjusted for unit consolidation.

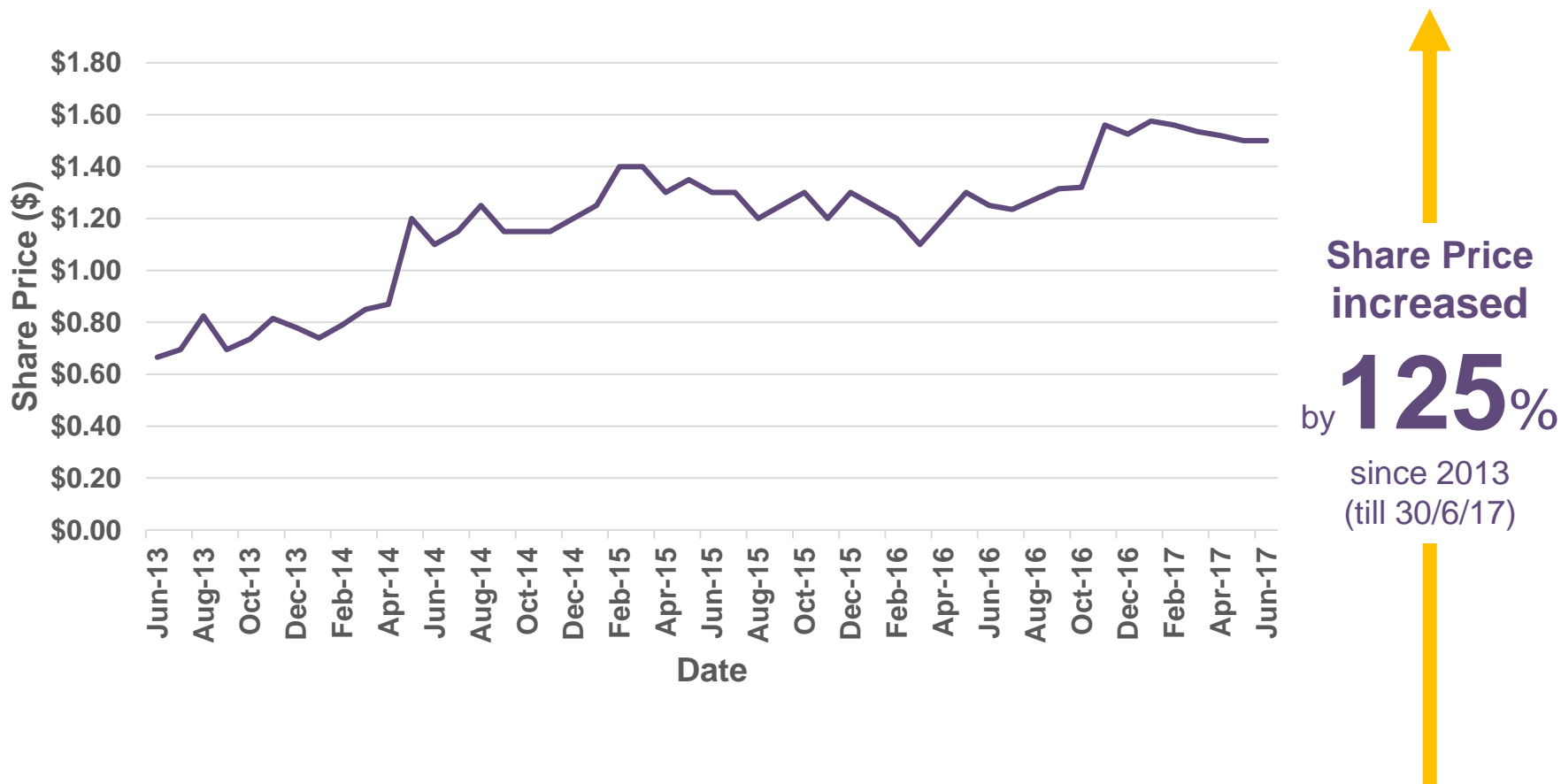
# PERFORMANCE – SHARE PRICE DISCOUNT TO NTA REDUCED FROM 72% TO 28%



- ▶ Reduced share price discount to Net Tangible Asset (NTA) from 72% in June 2009 to 28% in June 2017 (30/06/17).



# PERFORMANCE – SHARE PRICE INCREASED BY 125%



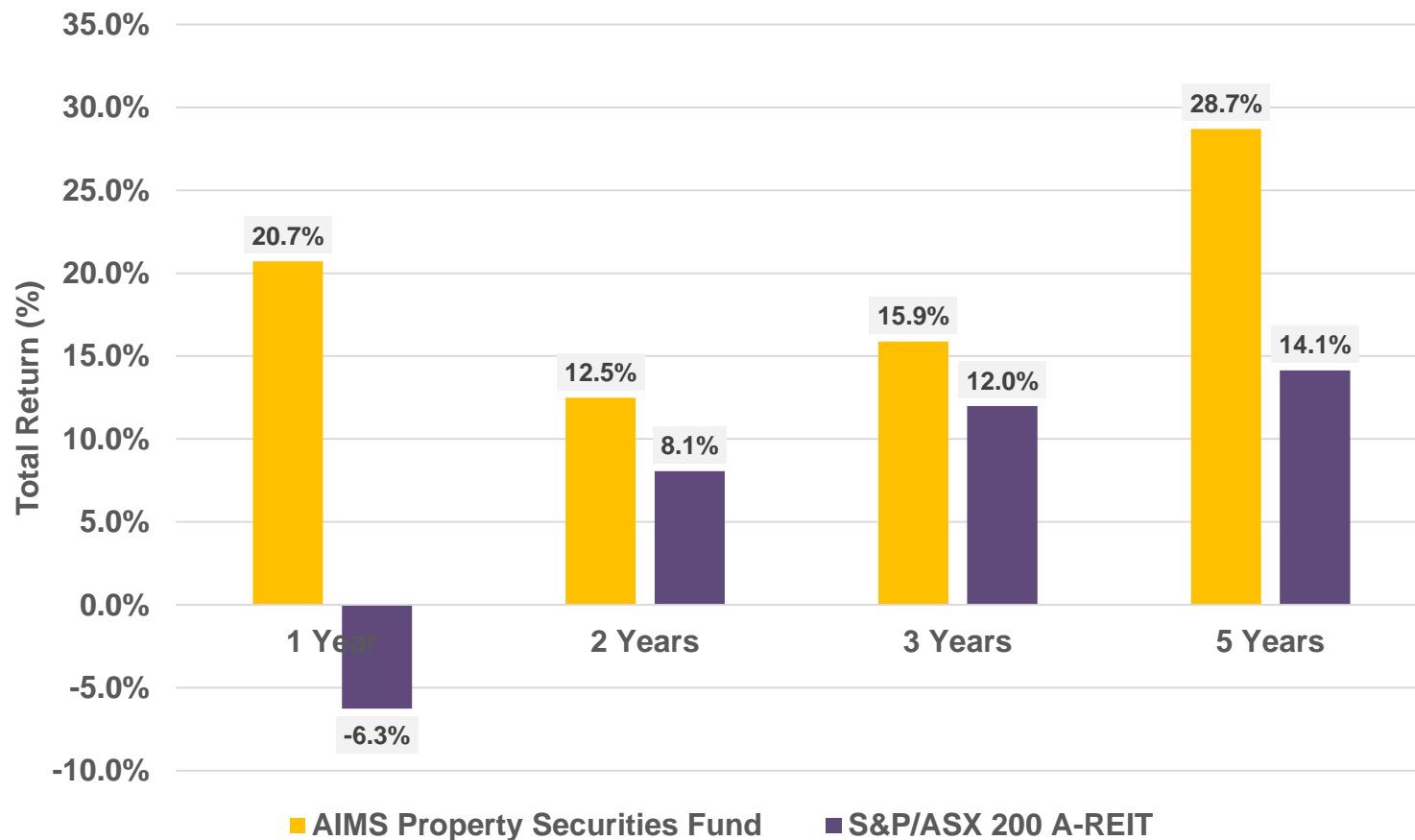
\* Historical share prices have been adjusted for unit consolidation.



# PERFORMANCE – OUTPERFORMANCE TO THE BENCHMARK



- ▶ Total return has significantly outperformed the S&P/ASX 200 A-REIT total return index as of June 2017.

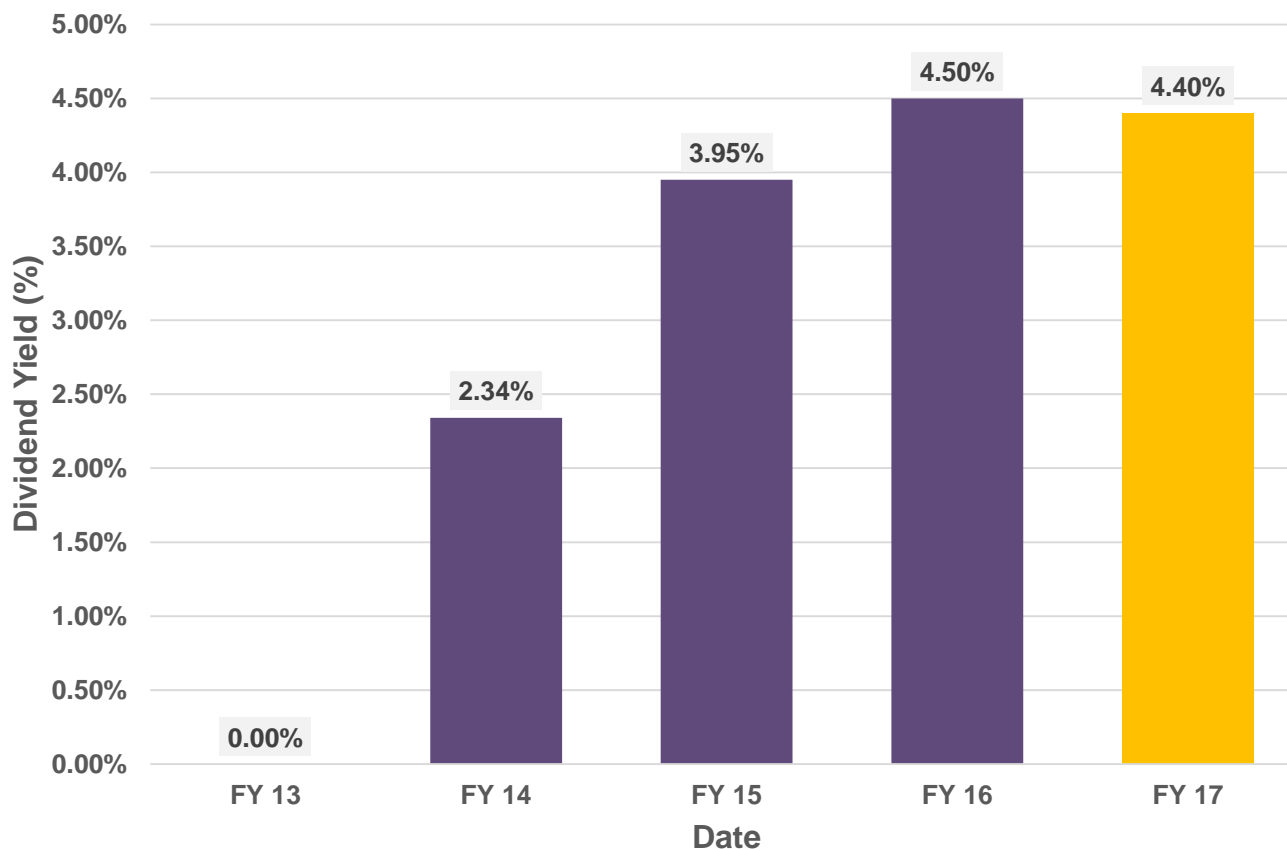


\*The figures are annualised, based on the assumptions that distributions were reinvested and rights issues were fully taken-up.

# PERFORMANCE – DIVIDEND YIELD INCREASED FROM NIL TO 4.4%



- ▶ Annual distribution yield increased from nil in 2013 to 4.4% in for the financial year ended 2017 (at a target payout ratio of 80%).



\* APW's distribution yields are in line with other property groups: Goodman 3.4% (June 16); Westfield 3.5% (Dec 16); Investa 4.6% (Jun 16); Dexus 4.8% (Jun 16); GPT 4.6% (Dec 16); and Mirvac 4.9% (Jun 16). [Source: CommSec]



**AIMS**

## ***IV. Financial Highlights***



# FINANCIAL HIGHLIGHTS – INCOME STATEMENT & BALANCE SHEET



Income Statement (\$'000)	FY 17	FY 16
Distribution Income	3,714	4,671
Interest Income	172	42
Change In Fair Value Of Investments	1,832	3,124
<b>Net Investment Income</b>	<b>5,718</b>	<b>7,837</b>
Responsible Entity Fees	181	427
Administration Expenses	996	471
<b>Total Expenses</b>	<b>1,177</b>	<b>898</b>
Net Gain Before Finance Costs	4,541	6,939
Finance Costs – Distributions To Unitholders	2,946	2,644
<b>Change In Net Assets Attributable To Unitholders</b>	<b>1,595</b>	<b>4,295</b>

Balance Sheet (\$'000)	FY 17	FY 16
Cash & Cash Equivalents	1,649	14,005
Trade & Other Receivables	1,641	1,080
Financial Assets Held At Fair Value	11,000	0
<b>Total Current Assets</b>	<b>14,290</b>	<b>15,085</b>
Listed Property Securities	24,277	22,862
Unlisted Property Securities	55,343	55,170
Total Non-Current Assets	79,620	78,032
<b>Total Assets</b>	<b>93,910</b>	<b>93,117</b>
Trade & Other Payables	773	925
Total Liabilities	773	925
<b>Net Assets Attributable To Unitholders</b>	<b>93,137</b>	<b>92,192</b>

# FINANCIAL HIGHLIGHTS – FINANCIAL POSITION



Key Metrics - Earnings Results	FY 17	FY 16
Investment Distribution Income	\$3.71m	\$4.67m
Change In Fair Value Of Investments	\$1.83m	\$3.12m
Fund Expenses	\$1.2m	\$0.90m
<b>Net Income For The Financial Year</b>	<b>\$4.54m</b>	<b>\$6.94m</b>
<b>Distributions Per Unit</b>	<b>6.58¢</b>	<b>5.85¢<sup>1</sup></b>

Key Metrics - Financial Position	FY 17	FY 16
Total Assets	\$93.91m	\$93.12m
Net Asset Value	\$93.14m	\$92.19m
Market Capitalisation	\$66.99m	\$58.62m
<b>Net Tangible Assets (NTA) Per Unit</b>	<b>\$2.09</b>	<b>\$2.05<sup>1</sup></b>
Unit Trading Price	\$1.50	\$1.30 <sup>1</sup>
Price Discount To NTA	28%	37%
Units On Issue	44.66m	450.91m <sup>2</sup>
Balance Sheet Gearing	Nil	Nil

<sup>1</sup> Adjusted for unit consolidation.

<sup>2</sup> Before unit consolidation.

# FINANCIAL HIGHLIGHTS – PORTFOLIO SUMMARY



Portfolio Summary	FY 17	FY 16
Total Portfolio Value	\$79.62m	\$78.03m
Number Of Securities	10	9
Listed Securities	5	5
Listed Securities (% By Value)	30.5%	29.3%
Number Of Fund Managers	7	5

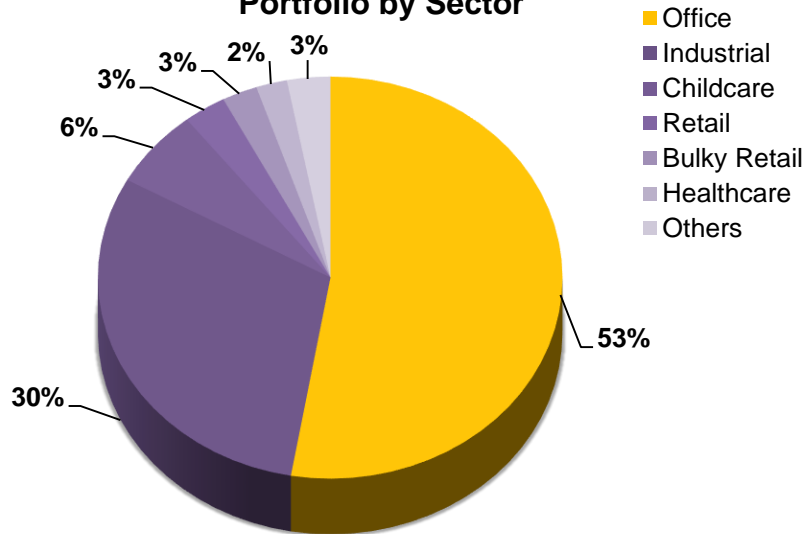
Investment Position	FY 17	FY 16
AIMS Property Fund (St Kilda Road)	\$19.82m	\$19.21m
MacarthurCook Office Property Trust	\$6.53m	\$6.43m
AIMS Property Fund (Felix St) <sup>1</sup>	\$10.44m	\$13.41m
AIMS Property Fund (Laverton)	\$16.15m	\$16.11m
Pelathon Pub Fund	\$2.40m	-
Blackwall Limited	\$2.49m	\$1.66m
Blackwall Property Trust	\$7.60m	\$7.37m
APN Regional Property Fund	\$2.39m	\$2.26m
AIMS AMP Capital Industrial REIT	\$5.80m	\$5.79m
Arena REIT	\$6.00m	\$5.79m
<b>Total Portfolio Value</b>	<b>\$79.62m</b>	<b>\$78.03m</b>

<sup>1</sup> For simplicity, units were distributed in-specie to APW from the AIMS Australia Property Investment Fund.

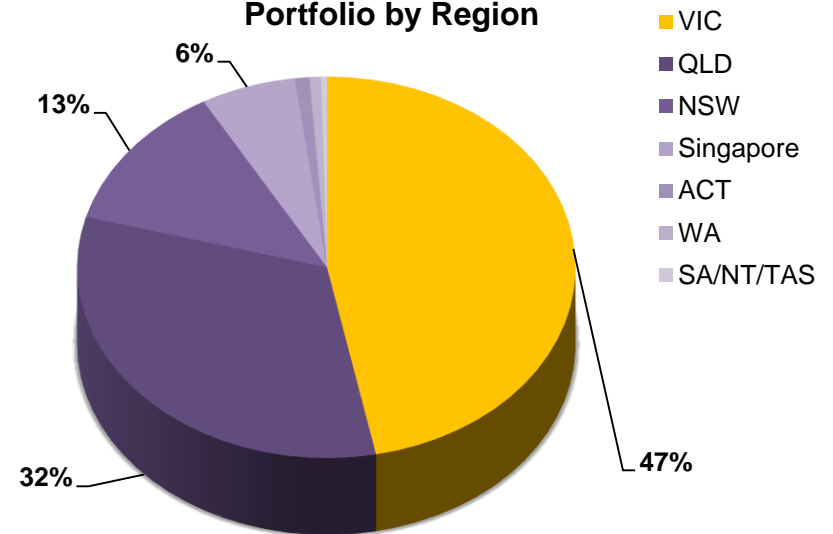
# FINANCIAL HIGHLIGHTS – PORTFOLIO SECTORS



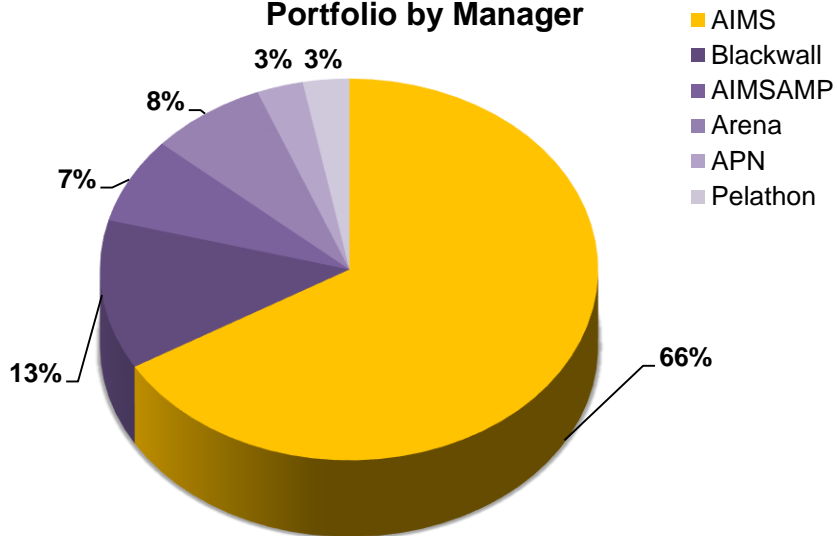
**Portfolio by Sector**



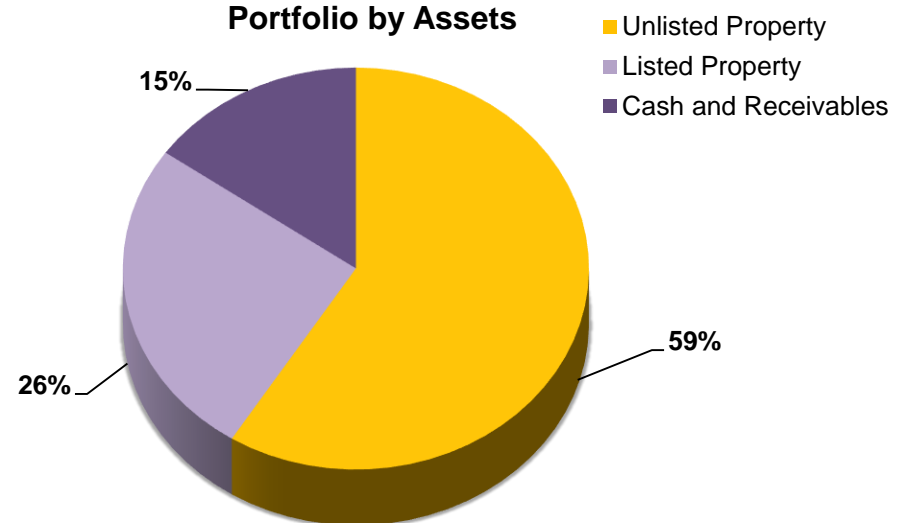
**Portfolio by Region**



**Portfolio by Manager**



**Portfolio by Assets**





AIMS

# *V. Unlisted Investments Highlights*





## *Investment Highlights*

### ▶ **Capital Growth Potential**

- a. Prime location with distance to Melbourne CBD of approx. 4km;
- b. Surrounding parkland and water provides premium views and environment;
- c. St Kilda Road precinct is recognised as a favoured address for residents seeking luxury inner-city apartment with lots of upmarket developments; and
- d. Development upside potential.

### ▶ **One of the best sites in the precinct**

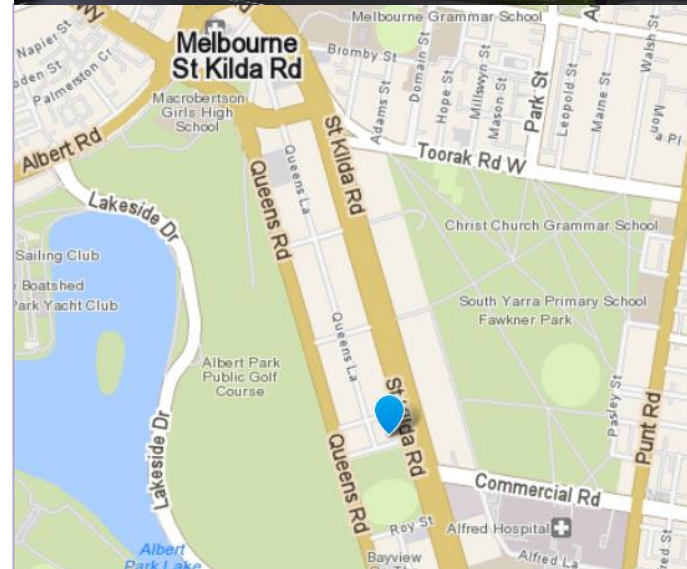
- a. Superior for residential conversion with site area of 2,243.3 m<sup>2</sup> ;
- b. Located in the heart of St Kilda Road precinct;
- c. Wide open space around the building (advantage over surrounding sites);
- d. Greater access to the unparalleled views over parkland and water; and
- e. Valuation grew from \$24.5m in 2013 to \$36m (annual growth rate of 10%).



# AIMS PROPERTY FUND (ST KILDA ROAD)



<b>Property</b>	<b>492 St Kilda Road, Melbourne</b>
<b>Current Use</b>	B Grade Office
<b>Site Area</b>	2,243.3 m <sup>2</sup>
<b>Valuation</b>	\$36m (30 June 2017) *Increased from \$24.5m in 2013 with growth rate of 10% p.a.
<b>Occupancy</b>	85.3% (up from 80% in June 2016)
<b>WALE</b>	1.5 years (by income)
<b>Investment Proposition</b>	<ul style="list-style-type: none"> <li>- Prime location 4km to CBD</li> <li>- Capital value growth potential</li> <li>- Development upside (highly sought-after location for residential development)</li> </ul>



## *Investment Highlights*

### ▶ **Capital Growth Potential**

- a. Prime Brisbane CBD location at fringe of Golden Triangle, directly behind Waterfront Place;
- b. The parkland of Brisbane City Botanic Garden and the Brisbane River (25 metres to waterfront) provide premium views and environment;
- c. Brisbane city has less restriction on the height limit; and
- d. Long-term development upside potential.

### ▶ **Potential to improve the lease and rental income**

- a. The property recently underwent an upgrade of its end-of-trip facilities, in an effort to attract better quality tenants.



<b>Property</b>	<b>10 Felix St, Brisbane (CBD)</b>
<b>Current Use</b>	B Grade Office
<b>Site Area</b>	1,009 m <sup>2</sup>
<b>Valuation</b>	\$25,000,000 (June 2017)
<b>Occupancy</b>	79.4%
<b>WALE</b>	2.13 years (up from 1.6 years)
<b>Investment Proposition</b>	<ul style="list-style-type: none"> <li>- Prime CBD location</li> <li>- Capital value growth potential</li> <li>- Value-add or development upside</li> <li>- Potential improvement of the lease</li> </ul>
<b>Comments</b>	<ul style="list-style-type: none"> <li>- Recently upgraded end of trip facilities (level 3), so as to attract better quality tenants</li> </ul>



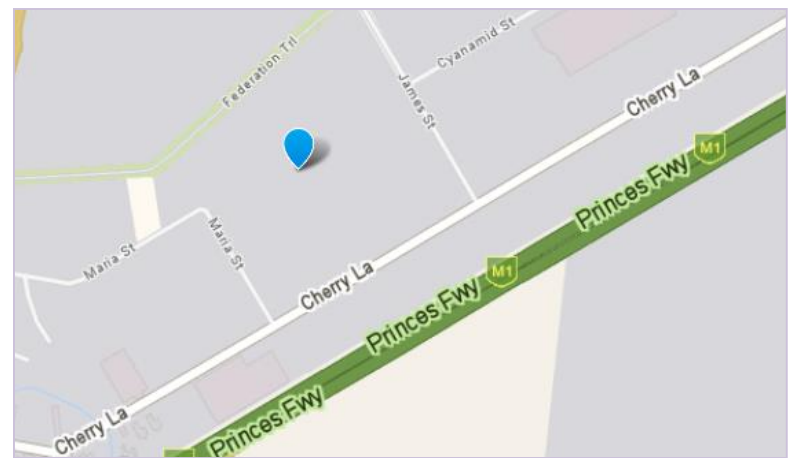
## *Investment Highlights*

- ▶ **Stable and secured long term cash flows**
  - a. 10 year triple-net-lease;
  - b. Blue-chip quality tenant: Patrick Autocare;
  - c. Rental growth at 4% p.a.; and
  - d. 10 years average yield of approximately 8.2%.
  
- ▶ **Prime industrial location**
  - a. Situated at the prime western industrial corridor of Melbourne;
  - b. 15km to Melbourne CBD and Port of Melbourne; and
  - c. Immediate access to Princes Freeway and near other major linkages such as Western Ring Road and West Gate Freeway.
  
- ▶ **Strategic use of large land holding**
  - a. Large land holding of 238,070 m<sup>2</sup>; and
  - b. Excellent development upside on this large parcel of land.

# AIMS PROPERTY FUND (LAVERTON)



<b>Property</b>	<b>78-118 Cherry Lane &amp; 3 James Street, Laverton North VIC</b>
<b>Current Use</b>	Industrial
<b>Site Area</b>	238,070 m <sup>2</sup>
<b>Purchase Price</b>	\$37.5m (June 2017 up from \$35m)
<b>Occupancy</b>	100%
<b>WALE</b>	7.9 years
<b>Rental Escalations</b>	4.0% p.a.
<b>Investment Proposition</b>	<ul style="list-style-type: none"> <li>- Stable and secured long-term cash flows with quality tenant (Patrick Autocare an Asciano Subsidiary) and 10 years triple net lease</li> <li>- 15km from Melbourne CBD and Port of Melbourne</li> <li>- Development potential</li> </ul>





**AIMS**

## ***VI. Management Update***





**George Wang , BE**  
**Executive Chairman**

George is the founding CEO of AIMS Financial Group and an active participant in both the Australian and Chinese financial services industries. George came to Australia from China about 30 years ago and founded AIMS Financial Group two years later. Since inception, AIMS has evolved into a diversified financial services group, active in the areas of lending, securitisation, investment banking, real estate funds management and property, resources, high-tech and infrastructure investment.

In the course of developing AIMS Financial Group into a significant financial services group in Australia, George has developed a strong skill base in the areas of lending, securitisation, real estate funds management, structured finance and innovative financial product development.

George has developed an extensive business network in both Australia and China. In China, George is active in the Chinese financial sector. He is an advisor for a number of Chinese Government bodies and Government agencies.

In Australia, George is the President of the Australia-China Finance & Investment Council. As the President of Australia-China Finance & Investment Council, George has been laying the foundation for the financial bridge between Australia and China for many years.

George was appointed as director since 14 July 2009 and Executive Chairman since 7 August 2009.

During the past four years has acted as a non-executive director or director of the following entities:

- AIMS Financial Group
- AIMS AMP Capital Industrial REIT
- Asia Pacific Exchange Limited
- AIMS Fund Management Limited





**Richard Nott AM**  
**BSc (Hons), MCom, MBA, MIRM**  
**Non-Executive Independent Director**

Richard Nott is a former General Manager and Chief Executive of CGU Lenders Mortgage Insurance Ltd, General Manager Corporate Banking at Standard Chartered Bank Australia Ltd, General Manager Banking and Associate Director at Australian Bank, plus a twenty six year career with National Australia Bank throughout Australia and England.

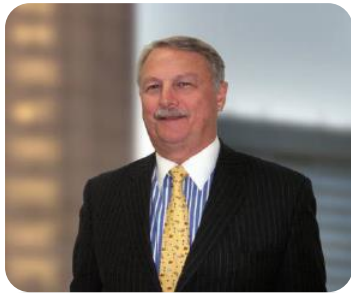
Qualifications include a Bachelor of Science (Hons), Master of Business Administration, Master of Commerce and Master of Insurance and Risk Management. He is a Fellow of Australian and New Zealand Institute of Insurance and Finance, Chartered Insurance Institute (UK) and Chartered Institute of Bankers (UK), plus the Accounting, Chartered Secretaries, HR and Management Institutes. He is also a Senior Fellow and life member of FINSIA.

For almost a decade Richard was President of the Australia-Britain Society and in recent years Chairman of the Australia-Britain Society Foundation. He is a member of the Cook Society and Fred Hollows Foundation. He was made a Member of the Order of Australia (AM) in 2012.

Richard was appointed as a Non-Executive Independent Director and Chairman of the Audit Committee on 5 August 2010.

During the past four years has acted as a non-executive director or director of the following entities:

- First American Title Insurance Company of Australia Limited
- Four Hats Financial Services Pty Ltd
- Mortgage Guarantee Insurance Corporation Australia
- Prime Insurance Group
- RHG Limited



**John Love**  
**BCom, MBA, MIRM, CPA**  
**Non-executive Independent Director**

---

John is currently the Chairman of Mortgage Guarantee Insurance Corporation Australia, and a Non-Executive Director, the Chairman and a Member of Audit, Governance & Risk Management Committee for The Australian Wine Society Co-operative Limited. He was previously the General Manager of an Australian mezzanine property finance company. John was also previously the Head of Corporate Banking Australia and Head of Credit at Standard Chartered Bank Australia Limited.

Qualifications include a Bachelor of Commerce (Qld), a Master of Business Administration (AGSM) and a Master of Insurance and Risk Management (Deakin). In addition, he is a Certified Practising Accountant, a Fellow of the Tax Institute of Australia, a Fellow of the Chartered Institute of Secretaries, a Fellow of FINSIA, a Fellow of the Australian Institute of Company Directors, a Fellow of the Australian and New Zealand Institute of Insurance and Finance, Certified Insurance Professional and a Fellow of the Australian Mutuals Institute.

John was appointed as a Non-Executive Independent Director on 30 March 2011.

During the past four years has acted as a non-executive director or director of the following entities:

- Mortgage Guarantee Insurance Corporation Australia
- The Australian Wine Society Co-operative Limited



**Claud Chaaya, LLB, BComm**  
**Director of Property Funds Management**

---

Claud has over 10 years experience in the real estate sector, having worked in funds management, equity raisings, research, project management and transactions in both domestic and offshore capital markets. He has been involved in real estate transactions totaling over AU \$500 million, covering both multi-sector and multi-risk portfolios.

In his previous role at EG, Claud was part of the business development team, helping raise over half a billion dollars in equity from offshore and domestic capital, including the Australian Federal Government. His previous roles at EG have also seen him aid in the establishment of proprietary risk management software for real estate, a first of its kind in the industry.

His qualifications include a double degree in Law and Commerce, majoring in Finance. He has also completed qualifying subjects in Actuarial Studies and Computer Science. He has taught as a lecturer at the University of Technology Sydney (UTS) and is occasionally invited as a guest lecturer at the Universities of Sydney and New South Wales, given his specialist knowledge in real estate financial modelling.

He is also currently establishing the Australian division of a global charity, Mary's Meals International.

Claud was appointed as Director of Property Funds Management in November 2016.



**AIMS**

## ***VII. Outlook***



- ▶ Value-add strategy is intended to drive the capital growth and total return of the portfolio and deliver high risk-adjusted return.
- ▶ Strong cash position allows the fund to capitalise on investment opportunities that arise out of changing market conditions.
- ▶ The fund endeavours to maximise delivery to unitholders, including NAV growth, enhanced distributions, reduced share price discount to NTA and increased total return.
- ▶ Experienced and prudent fund management team have superior execution of the investment strategies and are capable of delivering outstanding fund performance.



## **AIMS Fund Management Limited – Presents This Report**

### **Claud Chaaya**

Director – Property Funds Management

Telephone: +61 2 9226 0228

Email: [claud.chaaya@aims.com.au](mailto:claud.chaaya@aims.com.au)

Address: Level 41, 259 George Street, Sydney NSW 2000