

AMPCAPITAL 

Wholesale Australian Property Fund

Interim Portfolio Update

ARSN: 088 996 392 APIR CODE: NML0001AU

7 August 2020

A photograph of a modern building courtyard. In the foreground, a large, stylized 'gasworks' logo is mounted on a dark wall. The logo is made of white, rounded letters with a metallic finish. Behind the wall, there are green plants and a large tree. In the background, a modern building with a curved facade and balconies is visible. The sky is blue.

gasworks

Wholesale Australian Property Fund

The Wholesale Australian Property Fund (the Fund) aims to provide investors with income and long-term capital growth by currently investing in 26 quality commercial properties in major metropolitan markets throughout Australia. The Fund has a long track record of paying a reliable income distribution and achieving solid returns using low debt. Since its inception in March 1985, the average net return to investors through to 30 June 2020 has been 8.7% per annum¹.

The following portfolio update on the Wholesale Australian Property Fund is provided as at 7 August 2020.

Distribution

The Fund's quarterly distribution has been fixed at 1.81 cents per unit for the remainder of the calendar year. Using the 31 July 2020 unit price, this equates to an annual distribution rate of 5.86%.

Capital Management

The Fund currently has immediate access to the forms of capital below. In addition, the Fund remains open for investment and continues to receive applications on a daily basis.

Sources of liquidity immediately available as at 6 August 2020 include:

Source	\$
Debt – undrawn	\$200.0 million
A-REITs	\$107.6 million
Cash	\$16.4 million
Total	\$324.0 million

Furthermore, the Fund currently owns interests in 26 properties and may elect to sell one or more of these to enhance liquidity, should this be required. The Fund's property at Rosehill, Sydney is subject to a compulsory acquisition order from the NSW State Government (to facilitate the construction of the western Sydney metro). We currently expect the property to be acquired and the proceeds to be received in H2 2020. The Fund's interest in the property is currently valued at \$16.75 million.

The Specified Withdrawal Date for withdrawal requests received from 17 March – 15 June 2020 (under the revised terms communicated in April) has now closed. The majority of these requests were due to be paid on 6 August 2020 and have now been satisfied. Following this, the Fund's drawn debt has risen to approximately 14.7% of gross assets.

On 31 July 2020, it was announced that the Fund intended to release a new Product Disclosure Statement (PDS) on 12 August 2020 and that withdrawal requests would revert to being paid within five business days of the Specified Withdrawal Dates, which will generally occur monthly. The next Specified Withdrawal Date is 15 September 2020. We anticipate that any outstanding withdrawal requests as at this date will be paid on or before 21 September. This is expected to increase the Fund's drawn debt to approximately 18-20%. The interest rate on this debt is currently 1.40%.

Cancelling withdrawal requests

Withdrawal requests can be cancelled before the next payment by sending through the cancellation on or before **15 September 2020**.

Direct investors can do this by contacting our Client Services Team on 1800 658 404 between 8.30am and 5.30pm (Sydney time) Monday to Friday or via email at clientservices@ampcapital.com.

¹ Note that past performance is not a reliable indicator of future performance.

Indirect investors should contact their financial adviser, master trust or platform operator about the availability of cancelling withdrawal requests.

Additional Units

Direct investors participating in the Distribution Reinvestment Plan (DRP) for the Fund will be awarded additional units in the Fund (Units) to the value of 2% of the amount reinvested, with the funding for the issue of those Units being provided by AMP Capital. Further details are available in the Fund's PDS.

Valuation update

The Fund switched from quarterly valuations to monthly valuations in March 2020 and has now been independently valued five times since the onset of the COVID-19 crisis. In this time the valuers have:

- softened assumptions relating to growth rates and releasing times;
- softened the cap rates on the properties on average by 20 basis points;
- made allowances for rental relief to tenants affected by the pandemic, and
- adjusted market rents within the retail portfolio to reflect lower demand from tenants at the present time.

In June, all 25 properties that were valued were either flat or rose in value and consequently the Fund has reverted to quarterly valuations.

The Fund's occupancy rate has been maintained at 96% through the crisis and with interest rates now having fallen 50 basis points, and as the prospect of rates rising seems even more remote, in our view commercial property values look attractive compared to historical benchmarks. For example, the Fund's average cap rate is now 5.79% which is approximately 500 basis points over the 10-year Australian Government Bond yield (as at 31 July 2020). This margin is historically very high.

The table below summarises the valuations and key valuation metrics applied as at 30 June 2020. It also provides a comparison to other valuations conducted this year.

WHOLESALE AUSTRALIAN PROPERTY FUND														Jun-2020	
PORTFOLIO SUMMARY		VALUATIONS							30 JUNE VALUATION UPDATE						
Property	Sector	31-Dec-2019	31-Mar-2020	Draft Final 31-Mar-2020	30-Apr-2020	31-May-2020	30-Jun-2020	Variance	Cap. Rate	Disc. Rate	Valuer	Date of Valuation	Occupancy Rate	WALE	
		\$m	\$m	\$m	\$m	\$m	\$m								years
Casula Mall	Retail	214.0	215.0	210.0	200.0	197.0	197.0	-	5.75%	6.75%	Urbis	Jun-2020	99.7%	4.6	
Stud Park Shopping Centre	Retail	154.6	154.7	151.3	146.2	143.6	143.6	-	5.75%	6.75%	Urbis	Jun-2020	98.5%	2.5	
Gasworks Plaza	Retail	138.5	138.5	135.1	128.0	122.0	122.0	-	5.50%	6.50%	Urbis	Jun-2020	93.0%	5.6	
Brickworks	Retail	137.0	137.4	135.1	127.3	124.8	124.8	-	5.50%	7.00%	Urbis	Jun-2020	98.4%	4.0	
124 Walker St, North Sydney	Office	126.5	131.0	128.3	125.5	125.5	127.2	1.4%	5.38%	6.50%	M3	Jun-2020	100.0%	2.7	
Bond One, Walsh Bay	Office	142.0	145.0	137.2	135.5	135.8	135.8	-	5.50%	6.50%	M3	Jun-2020	100.0%	6.3	
12 Moore St, Canberra	Office	52.0	50.0	48.5	47.7	44.4	44.5	0.2%	6.75%	7.00%	M3	Jun-2020	92.2%	1.3	
636 St Kilda Rd, Melbourne	Office	121.8	122.3	117.3	116.3	116.9	117.2	0.3%	5.25%	6.50%	M3	Jun-2020	93.5%	2.3	
425 Collins St, Melbourne	Office	42.0	43.4	42.5	39.4	39.4	39.7	0.7%	5.00%	6.25%	M3	Jun-2020	89.1%	2.6	
199 Grey St, Brisbane	Office	98.5	98.9	93.7	94.0	93.5	93.5	-	6.00%	7.25%	M3	Jun-2020	91.1%	2.5	
Gasworks Workspace, Brisbane	Office	78.0	79.0	78.5	77.0	77.0	77.5	0.6%	6.25%	7.00%	Urbis	Jun-2020	100.0%	3.6	
33 Park Rd, Brisbane	Office	47.2	47.9	43.6	44.0	43.7	43.7	-	7.25%	7.75%	M3	Jun-2020	86.2%	1.8	
Stanley House, South Brisbane	Office	31.5	31.5	30.8	31.0	30.5	30.6	0.3%	5.50%	7.00%	M3	Jun-2020	100.0%	3.6	
Connect Corporate Centre B1, Mascot	Industrial	49.0	50.0	49.2	47.0	47.0	47.5	1.1%	5.75%	7.00%	M3	Jun-2020	100.0%	4.4	
Connect Corporate Centre B2, Mascot	Industrial	110.0	110.0	109.0	105.0	106.5	107.5	0.9%	5.50%	6.75%	M3	Jun-2020	93.0%	8.8	
Connect Corporate Centre B3, Mascot	Industrial	186.7	186.7	184.1	177.5	177.0	177.5	0.3%	5.50%	6.75%	M3	Jun-2020	99.3%	5.6	
Hillrose Business Park, Rosehill	Industrial	16.8	16.8	16.8	16.8	16.8	16.8	-	6.50%	6.75%	CBRE	Jun-2020	100.0%	2.9	
Arndell Park Industrial Estate, Arndell Park	Industrial	16.7	16.7	16.7	16.7	16.7	17.5	4.3%	6.00%	7.00%	CBRE	Jun-2020	100.0%	2.2	
CentralWest DC, Laverton North	Industrial	57.5	59.8	59.4	56.7	56.8	56.8	-	6.50%	7.00%	Urbis	Jun-2020	100.0%	2.3	
704-744 Lorimer St, Port Melbourne	Industrial	43.5	43.5	43.3	41.2	41.3	41.3	-	5.75%	7.25%	Urbis	Jun-2020	53.6%	1.9	
2 Pound Rd West, Dandenong	Industrial	22.0	22.0	21.8	21.0	21.0	21.0	-	6.00%	6.75%	Urbis	Jun-2020	100.0%	2.7	
202-228 Greens Rd, Dandenong	Industrial	29.1	29.8	29.6	28.4	28.4	28.4	-	6.00%	7.00%	Urbis	Jun-2020	100.0%	6.3	
121 Evans Rd, Salisbury	Industrial	33.0	35.4	35.2	34.7	35.0	35.1	0.3%	7.50%	8.00%	Urbis	Jun-2020	100.0%	3.8	
Acacia Gate Industrial Estate, Acacia Ridge	Industrial	20.6	20.6	20.4	20.1	20.1	20.5	2.0%	7.50%	8.00%	Urbis	Jun-2020	97.8%	2.6	
7-9 French Ave, Brendale	Industrial	23.7	23.7	23.6	23.7	23.7	23.7	-	6.00%	7.00%	Urbis	Jun-2020	100.0%	9.6	
2 Second Ave, Mawson Lakes	Industrial	35.0	36.2	36.0	36.3	36.3	36.3	-	7.00%	8.00%	Urbis	Jun-2020	100.0%	10.5	
Total - Direct Property Portfolio		2,027.1	2,045.7	1,997.1	1,937.0	1,920.7	1,926.9	0.3%	5.79%	6.85%			96%	4.3	
Variance:			0.9%	-2.4%	-3.0%	-0.8%	0.3%								
Variance:															
Retail															
Office														0.4%	
Industrial														0.5%	
Total														0.3%	

On Sunday 2 August 2020, the Victorian Government announced that Metropolitan Melbourne would be subject to Stage 4 Restrictions and that Victoria had officially been escalated from a state of emergency to a

state of disaster. Businesses have been divided into three categories - ones that will trade as normal, ones that will operate without face-to-face customer interactions, and ones that will close. Most retail falls into the second category.

As a response to these policies a -\$1.375m valuation adjustment has been made to Stud Park Shopping Centre which represents the estimated rental impact from this policy change over-and-above what has already been factored into the valuation as at 30 June 2020. The assumption applied is that most specialty tenants will not be in a position to pay any or all of their rent while the restrictions are in force.

Portfolio occupancy

Portfolio occupancy as at 30 June 2020 is 96% and continuing to work co-operatively with our tenants, in order to maintain this occupancy level, is the highest priority of the investment management team. The Fund's weighted average lease expiry is currently sitting at 4.3 years.

Leasing

Across the retail, office and industrial portfolio there are advanced negotiations in place with a number of major tenants which, in some cases, had previously stalled at the onset of the pandemic. These transactions are likely to be concluded in either Q3/2020 or Q4/2020.

Portfolio Positioning

In a relative sense, at this time we believe the Fund's portfolio continues to be well positioned consisting of retail, office, industrial and business park assets.

Within the retail portfolio, three of the four retail properties are anchored by supermarkets and 52% of the retail portfolio revenue is paid by: supermarkets (Coles, Woolworths, Aldi); fresh food (butchers, bakers, grocers etc); healthcare (chemists, pharmacists etc); essential services (banks and Australia Post); or major corporate tenants or government (Kmart, local government). The total retail portfolio currently accounts for approximately 28.5% of the Fund's revenue.

Nearly all stores in the retail portfolio, which temporarily closed in March/April, had re-opened by the end of July. Approximately 25 specialty stores are expected to close or operate on restricted terms at Stud Park Shopping Centre while Stage 4 Restrictions apply to the Melbourne metropolitan area.

Within the office and industrial portfolios: 35% of tenants are international businesses; 15% of tenants are government; and 9% are ASX-listed companies. These tenants – which collectively make up nearly 70% of the revenue in the office/industrial portfolio – are less likely to require rent relief. Major tenants within the portfolio include: Commonwealth Government, ACT Territory Government, Queensland State Government, Dentsu Aegis, Kone Elevators, Jaguar Land Rover, Lendlease Engineering, ConocoPhillips and Dulux.

Outlook

Fund: The Fund's property valuations appear to have rebased. The average capitalisation rate of the properties in the portfolio is 5.79%. This is approximately 500 basis points higher than the Australian government 10-year bond rate as at 31 July 2020, which is historically a very large spread and there is emerging transaction evidence to say that the 50 basis point cut in interest rates through 2020 may be supporting – or perhaps fuelling – prices. The discount rates being applied by the independent valuers (which indicates the average 10-year return they expect the properties to generate based on the value they attribute) now range from 6.25% to 8.0% with an average of 6.85%. This compares very favourably to the interest rate on the Fund's debt which is currently 1.4%. A case can be made for strongly rising commercial property prices given the premium in returns which is expected to be generated versus the risk-free rate of return. However, in the short term caution among buyers could be expected to temper price rises. In this environment, we consider the Fund's fixed distribution yield of 1.81 cents per unit, or approximately 5.86% to be attractive to investors.

Retail: On 22 June, the Australian Financial Review² wrote that 'smaller neighbourhood and suburban shopping centres have held up significantly better than the major fortress malls and CBD retail destinations during the downturn, analysis of foot traffic by Macquarie shows'. This analysis is consistent with the resilient numbers seen within the Fund's retail portfolio which is anchored by supermarkets, fresh food retailers,

² 'Follow the feet: small malls do better', 22 June 2020, Nick Lenaghan, Property Editor
<https://www.afr.com/property/commercial/follow-the-feet-small-malls-do-better-20200619-p554d4>

healthcare tenants and essential services. Nearly all tenants outside Victoria that closed during the crisis have now re-opened and where allowances to tenants have been necessary, they have been built into the valuations. Additional allowances have been built into the valuation for Stud Park Shopping Centre to account for estimated income losses associated with Stage 4 Restrictions in Melbourne. The resilience of the better, smaller centres is seeing rising interest from investment capital and this is forecast to have a pricing impact.

The Fund's average occupancy rate in the retail portfolio is 98% and from here, we expect it to make an important contribution towards the Fund's goal of collecting a regular income yield in the order of 5% and providing long-term capital growth in the order of 2%.

Office: The Fund's office portfolio has an occupancy rate of 96% and is characterised by its ability to offer tenants quality accommodation at affordable rents. The properties are often in highly urbanised areas outside of the major CBDs: locations such as Mascot and North Sydney, in Sydney; Newstead and South Brisbane, in Brisbane; and St Kilda in Melbourne. Quality accommodation at more affordable rents in markets which are decentralised from the CBD we believe will be in favour with both tenants and investors over the next few years and if this transpires, in our view, the Fund is well positioned to take advantage of this. More immediately, important negotiations are again progressing after a period of delay. Renewing tenants ahead of their lease expiry will be a focus in Q3/2020, with a number of key negotiations in an advanced state.

Industrial: The last few months have accelerated the trend towards online retailing and this has strengthened the structural tail-wind benefiting the industrial market. The Fund's portfolio is located in established markets in the major capital cities of Australia and is currently sitting at a 96% occupancy rate. The properties are versatile and have been well-maintained, making them attractive to a wide range of tenants. With increasing demand, at this time we consider industrial property to be well positioned to provide a stable yield in the order of 5% and long-term capital growth in line with inflation.

Conclusion

The Fund's portfolio has been valued by independent valuers five times since the onset of the COVID-19 crisis and values have been rebased. The Fund's occupancy rate has been maintained at 96%, nearly all tenants outside Victoria are trading and interest rates have fallen. This puts the Fund in what we consider to be a solid position to deliver a reliable yield of approximately 5% and long-term capital growth.

Over the course of the last 6 weeks, AMP Capital has consulted with a wide range of stakeholders including investors, advisers, researchers and platforms. It is clear that there is strong support for the Fund and this has factored into the decision to re-instate monthly payments of withdrawals effectively from September 2020. This is likely to take the Fund's gearing to 18-20% and will be accretive to returns due to low interest rates. However, the over-arching priority remains to maximise the income generated from the properties and secure the Fund's balance sheet through continued low gearing.

As market conditions have begun to stabilise, this will be the last monthly investor update you will receive. Going forward, we will revert to our standard communication frequency which consists of a quarterly performance report (available via the website).

We are however continually monitoring market conditions and should there be a material change over the coming months, we will adjust our communication frequency in response.

Thank you for your ongoing support.

Christopher Davitt
Fund Manager

ampcapital.com

Important Notice: National Mutual Funds Management Limited (ABN 32 006 787 720, AFSL 234652) is the responsible entity (**Responsible Entity**) of the Wholesale Australian Property Fund (**Fund**) and the issuer of the units in the Fund. To invest in the Fund, investors will need to obtain the current Product Disclosure Statement (**PDS**) from AMP Capital Investors Limited (ABN 59 001 777 591, AFSL 232 497) (**AMP Capital**). The PDS contains important information about investing in the Fund and it is important that investors read the PDS before making an investment decision about the Fund. Neither AMP Capital, the Responsible Entity, nor any other company in the AMP Group guarantees the repayment of capital or the performance of any product or any particular rate of return referred to in this document. While every care has been taken in the preparation of this document, AMP Capital makes no representation or warranty as to the accuracy or completeness of any statement in it including without limitation, any forecasts. This document has been prepared for the purpose of providing general information, without taking account of any particular investor's objectives, financial situation or needs. Investors should consider the appropriateness of the information in this document, and seek professional advice, having regard to their objectives, financial situation and needs. This document is solely for the use of the party to whom it is provided and must not be provided to any other person or entity without the express written consent of AMP Capital.