CONSILIA CAPITAL



Real Estate Securities Funds Monitor

Period End: October 2013

| CONTENTS | Page |
|---|------|
| Summary | 3 |
| The role of real estate in DC Pension schemes | 5 |
| Liquid real asset funds in DC schemes | 8 |
| Global Funds | 10 |
| Global REIT Funds | 11 |
| US Funds | 12 |
| European Funds | 13 |
| Asian Funds | 14 |
| Japanese Funds | 15 |
| Global Infrastructure & Real Assets Funds | 16 |

Author: Alex Moss alex.moss@consiliacapital.com

Summary

This month we have divided the report into the following sections:

1) A summary of October performance by fund mandate and size (p3)

A positive month for all but Japanese mandates (-1.8%), with European funds (+4.0%) leading the charge, US funds at + 3.5% and Asian funds at 1.5%. Global Infrastructure Funds were + 4.0% on average and Real Assets +2.4%.

2) A summary of YTD performance by fund mandate and size (p4)

Looking at the returns YTD it is still the Japanese funds (+19.9%). that are ahead, but this is now diminishing in absolute and relative terms, with Europe (+11.3%) rapidly gathering pace. US Funds are +4.7% on average YTD, and Asian Funds +1.9%. It is worth noting the performance of Global Infrastructure Funds (+12.4%) particularly relative to Global REIT funds (+4.1%) and Global Real Estate (+3.2%).

3) The role of real estate in defined contribution schemes (p5)

This month we feature a report published recently by the Pensions Institute at Cass Business School entitled: "Returning to the Core: Rediscovering a role for real estate in defined contribution schemes." Key findings are:

- The DC auto-enrolment market is projected to increase six-fold by 2030: from £276bn AUM pre-autoenrolment (2012) to £1,680bn
- Several new A-E schemes have selected Real Estate as the first illiquid or 'alternative' asset class to be incorporated as a core component of their default fund with weightings ranging from 5-20%, and an average of 10%. If all schemes adopt a Real Estate weighting of at 10%, then the Assets Under Management of Real Estate might be worth £170bn by 2030
- In addition to the diversification and risk adjusted returns, real estate has been chosen for its growth potential during the accumulation stage and its ability to generate reliable inflation-linked cash flows during the decumulation phase.
- Although auto-enrolment is in its infancy, the decision by the National Employers Savings Trust ("NEST") to allocate 20% to real assets (currently real estate) is a very significant move.
- The authors found that currently, a hybrid fund of 70% actively managed UK (unlisted) property and 30% passive, Index tracking Global listed real estate is popular.

4) Liquid real asset funds in DC schemes (p8)

Given the popularity of the 70% unlisted/30% Global listed model for DC schemes, we undertook a brief comparative study of funds that can be thought of as comprising the "liquid real assets" element of a DC fund. These can be identified as: Global Real Estate, Global REIT, Global Infrastructure, and Real Assets Funds.

We found that active or passive Global REIT and Global Real Estate funds would have delivered similar riskadjusted results, although passive Global Infrastructure funds have consistently underperformed actively managed funds. Real asset funds do not demonstrate a similar profile and have underperformed.

5) Detailed performance statistics by region (ps10-16)

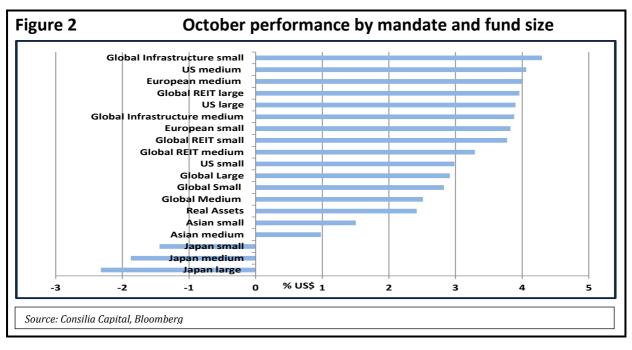
We show the dispersion of returns by Fund AuM, benchmark, average, maximum and minimum returns, and the best performing funds by size, for each mandate. For consistency, all returns are rebased in US\$.

Finally, it is important to note that there will be no recommendations or investment advice in this publication, and that it is not intended for retail investors. This report represents only a very small summary of the outputs of our database, and the bespoke research and advisory service work we undertake for clients. For further details of our work please contact us.

October 2013 performance summary

Firstly we show how each region has performed relative to the benchmarks and other listed real estate markets (Figure 1). Secondly, the differences in performance of each mandate classified by size of Fund (Figure 2) and thirdly we are interested in seeing the performance of global listed real estate as an asset class relative to competing asset classes such as Global Infrastructure and Real Assets (Figure 3).

| Figure 1 | Regional real estate performance October 2013 | | | |
|-----------------|---|---------|-------|---------|
| | Asia | Average | Max | Minimum |
| Funds | Asian Funds | 1.47 | 11.74 | -2.34 |
| | Japanese Funds | -1.76 | 4.09 | -2.90 |
| Benchmark | EPRA NAREIT Asia Total Rtrn Index USD | 0.22 | | |
| | Europe | Average | Max | Minimum |
| Funds | European Funds | 4.00 | 9.91 | -1.72 |
| Benchmark | FTSE EPRA/NAREIT Dev'd Europe Index | 4.70 | | |
| | US | Average | Max | Minimum |
| Funds | US Funds | 3.49 | 13.16 | -13.97 |
| Benchmark | Dow Jones US Select REIT Index | 4.07 | | |
| Source: Consili | a Capital, Bloomberg | | | |

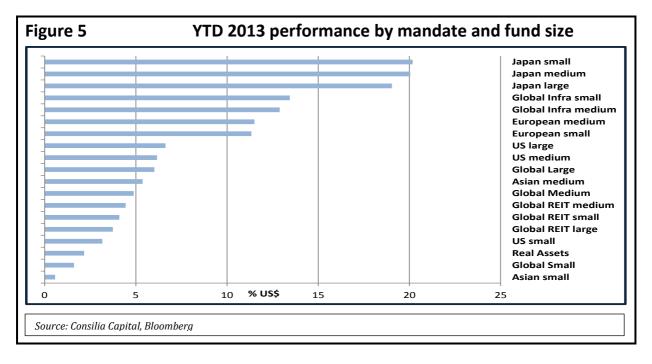


| | Global | Average | Max | Minimum |
|-----------|---|---------|-------|---------|
| Funds | Global Funds | 2.72 | 10.79 | -6.74 |
| Benchmark | FTSE EPRA/NAREIT Developed Index | 2.92 | | |
| | Global REITs | Average | Max | Minimum |
| Funds | Global REIT Funds | 3.65 | 5.94 | 1.06 |
| Benchmark | S&P Global REIT Index | 3.89 | | |
| | Infrastructure | Average | Max | Minimum |
| Funds | Global Infrastructure Funds | 3.99 | 7.52 | 0.76 |
| Benchmark | D Jones Brookfield Global Infra Tot Rtn | 4.05 | | |
| Funds | Real Assets Funds | 2.42 | 4.47 | 0.19 |

YTD 2013 performance summary

As with the monthly figures, we firstly show how each region has performed relative to the benchmarks and other listed real estate markets (Figure 4). Secondly, the differences in performance of each region classified by size of Fund (Figure 5) and thirdly the performance of global listed real estate as an asset class relative to competing asset classes such as Global Infrastructure and Real Assets (Figure 6).

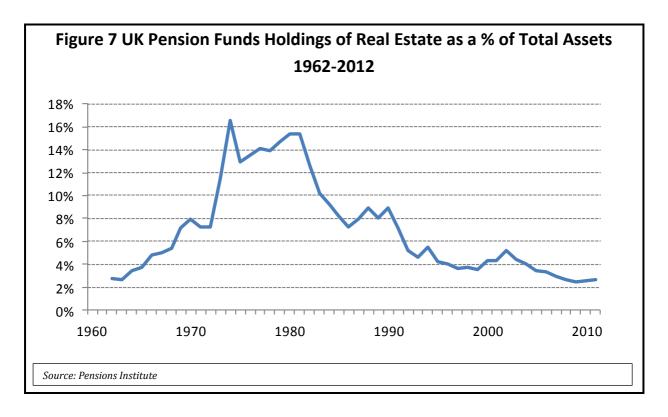
| | Asia | Average | Max | Minimum |
|-----------|---------------------------------------|---------|-------|---------|
| Funds | Asian Funds | 1.86 | 18.39 | -12.72 |
| | Japanese Funds | 19.91 | 37.05 | -10.74 |
| Benchmark | EPRA NAREIT Asia Total Rtrn Index USD | 7.66 | | |
| | Europe | Average | Max | Minimum |
| Funds | European Funds | 11.31 | 36.29 | -9.35 |
| Benchmark | FTSE EPRA/NAREIT Dev'd Europe Index | 14.28 | | |
| | US | Average | Max | Minimum |
| Funds | US Funds | 4.76 | 26.18 | -31.89 |
| Benchmark | Dow Jones US Select REIT Index | 6.50 | | |



| | Global | Average | Max | Minimum |
|-----------|---|---------|-------|---------|
| unds | Global Funds | 3.22 | 19.93 | -43.99 |
| Benchmark | FTSE EPRA/NAREIT Developed Index | 7.81 | | |
| | Global REITs | Average | Max | Minimum |
| unds | Global REIT Funds | 4.14 | 17.78 | -10.92 |
| Benchmark | S&P Global REIT Index | 7.70 | | |
| | Infrastructure | Average | Max | Minimum |
| unds | Global Infrastructure Funds | 12.44 | 28.68 | -5.14 |
| Benchmark | D Jones Brookfield Global Infra Tot Rtn | 13.77 | | |
| unds | Real Assets Funds | 2.16 | 8.54 | -6.56 |

The role of real estate in defined contribution pension schemes

This month we feature a recently published report on the role of real estate in defined contribution ("DC") schemes in the UK. In Defined Benefit ("DB") schemes real estate played an important role, with the rental income well suited to match the liability streams of the pension fund. However, in relative terms its importance has declined, as shown by Figure 7 below, and its potential role in DC schemes is less clear given daily pricing/liquidity constraints. We provide a summary of the key findings of the report.



Authors: Professors David Blake and Debbie Harrison, Pensions Institute, Cass Business School **Title:** "Returning to the Core: Rediscovering a role for real estate in defined contribution schemes."

Reasons for the Report

Under auto-enrolment in the UK, between Oct. 2012 and Dec. 2018, private sector employers must auto-enrol almost all employees in a Defined Contribution ("DC") qualifying scheme. This has added a regulatory overlay to existing changes in market practice, as DC schemes have almost completely replaced Defined Benefit schemes in the private sector. There appeared to be little understanding of the impact this regulatory change would have on allocations to real estate, and, by definition, providers of real estate investment vehicles. Therefore, the Investment Property Forum took the lead in commissioning research to analyse & evaluate the potential role of real estate in the UK's new DC workplace scheme market. Co-sponsors of the report are AREF, EPRA, and the Institute and Faculty of Actuaries. The report was published in October 2013.

Methodology

A series of interviews with participants in the market took place between Sep 2012 and Aug 2013. A key part of the market intelligence in the report is that all market participants were engaged. These included, inter alia, Investment Consultants, Platform Providers, Pension Scheme Providers, and Third Party Asset Managers.

Background findings: the market

Projected size:

The DC auto-enrolment market is projected to increase six-fold by 2030: from £276bn AUM pre-auto-enrolment (2012) to £1,680bn

Potential for real estate:

Several new A-E schemes have selected Real Estate as the first illiquid or 'alternative' asset class to be incorporated as a core component of their default fund with weightings ranging from 5-20%, and an average of 10%. If all schemes adopt a Real Estate weighting of at 10%, then the Assets Under Management of Real Estate might be worth £170bn by 2030

Requirements: The Liquidity issue:

DC platforms require daily pricing and liquidity: this clearly impacts attitudes towards illiquid assets, but it should be noted that this is not a regulatory requirement.

The importance of the default fund:

The multi-asset investment strategy is designed for the majority of members who do not wish to make investment decisions. 90-97% of members in aggregate are expected to use this default strategy. Therefore, the asset allocation in the default fund is critical for the future of all asset classes.

Concentration of Providers

Competition and downward pressure on member charges have triggered a battle to secure market share Scale is considered crucial to deliver good quality default funds at low cost. The authors think it likely that fewer than 10 multi-employer schemes will emerge as the dominant players by 2020. Their investment philosophy will determine the openness of the market to third-party RE asset managers.

Modelling concerns

One of the key findings of the report is that there is no clear consensus regarding the best asset allocation model for determining the optimal weighting to real estate relative to other asset classes. There has clearly been widespread criticism of mean-variance optimisation models, but it is important to note that there is no consensus for a replacement allocation model. In addition the alternative proprietary models in use by the investment consultants are not accessible to independent scrutiny and hence lack transparency.

Disconnect between RE and DC participants

This gap has prevented better mutual understanding and collaboration. The authors say that there survey reveals that the Real Estate market participants are under the impression that the DC market knows what it wants but not what it needs, and the DC market players counter by saying "we're the customer: stop telling us what we need and stop trying to sell us over-engineered solutions".

Specific conclusions on weightings

Should DC schemes' default funds have a weighting in real estate?

Evidence indicates the beginning of a clear trend towards the inclusion of real estate as a core asset class in DC default funds, especially in the new schemes designed for auto-enrolment. In addition to the diversification and risk adjusted returns, real estate has been chosen for its growth potential during the accumulation stage and its ability to generate reliable inflation-linked cash flows during the decumulation phase.

What is an appropriate weighting?

There is a wide variation in practice. Some funds have zero weighting. Where real estate is used the allocation varies from 5% to 20%.

Which scheme offers the examples of the use of real estate?

Although auto-enrolment is in its infancy, the decision by the National Employers Savings Trust ("NEST") to allocate 20% to real assets (currently real estate) is a very significant move. As we have mentioned previously, of great interest is the hybrid unlisted/listed vehicle structure they chose to execute this strategy.

Which are the most appropriate real estate sub-classes?

The authors found that currently, a hybrid fund of 70% actively managed UK (unlisted) property and 30% passive, Index tracking Global listed real estate is popular.

Is the current liquidity constraint likely to be eroded over time?

This is Subject to debate between DC and real estate practitioners, but there is the authors believe there is no doubt that a relaxation of daily dealing/pricing requirements is crucial if default funds are to achieve optimum diversification.

How much of this market will be captured by third party asset managers

At present vertical integration is the most common business model. For the NEST allocation structure to become a benchmark multi-employer DC schemes will need access to such hybrid funds. At present the majority do not.

Conclusions

The authors conclude that real estate is unique as an asset class in that it has an important role to play throughout the life of a pension scheme: First for its growth potential when the scheme is immature, and then for its stable inflation-matching cash flows when the member approaches and enters retirement.

In this report, they argue that real estate needs to 'return to the core' and present evidence that this trend is already well underway.

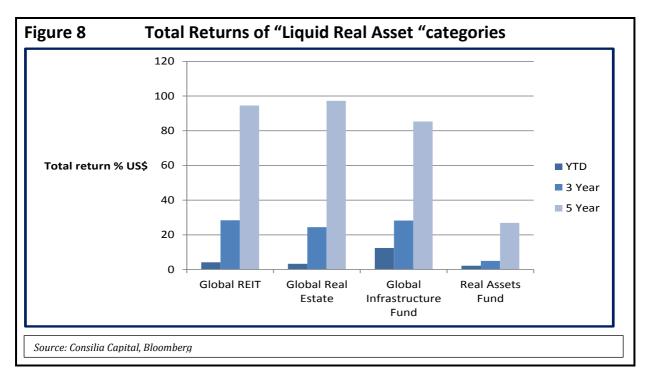
Liquid real asset funds in DC schemes

Background and reasons for this study

Following on from the report by the Pensions Institute which highlights the use of global listed real estate vehicles for DC funds, and our recent study on the performance impact of adding global listed real estate to an unlisted portfolio we decided to undertake a brief comparative study of funds that can be thought of as comprising a "liquid real assets" element of a DC fund. These can be identified as: Global Real Estate, Global REIT, Global Infrastructure, and Real Assets. The purpose is to ascertain whether there are structural differences in risk adjusted performance of the different mandates. Our study, as always, used the unweighted average of funds in our database rather than an Index.

Divergence of returns between "Liquid Real Asset "categories

Firstly we wanted to identify the absolute and relative over several time periods. We show below the results for all funds (active and passive) in our database for the different mandates, over three periods; 2013 YTD, 3 years and 5 years. As can be seen there is a high level of correlation between REIT, real estate and infrastructure funds, over all the periods, whilst Real Assets Funds (due predominantly to the lack of income as an investment characteristic) have shown a very different pattern.



In broad terms, therefore, it can be seen that whilst global real estate funds have performed best over the 5 year period, it is the case that including Global REIT or Global Infrastructure Funds would have produced not dissimilar results.

Divergence of returns between active and passive funds

The next question we seek to answer relates to the use by NEST of a Global REIT (market cap. weighted) tracker rather than an actively managed fund. Looking at the funds in our database we wanted to see if there was a noticeable difference in performance between actively and passively managed funds. We are not aware of a significant number of Real Asset Index Trackers or ETFs which can be accurately compared to the actively managed funds, so they are excluded from this element of the study. We use the same time period (YTD 2013, 3 and 5 years). The returns we show, as with all returns in our studies, are rebased in US\$. We show first the unweighted average of the active funds and then those of the passive funds. Please note that this is not a study in the performance of actively managed funds relative to a benchmark as there is not a single, common benchmark across all funds. Rather it is a simple study to see if selecting a group of actively managed funds in each category would have led to a material difference in performance from selecting a group of ETF/Index

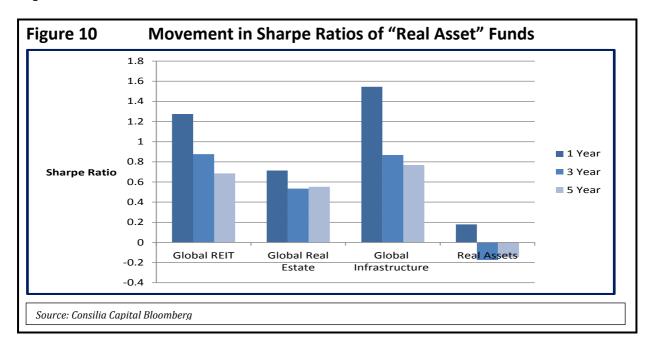
Trackers. We have shown Active Funds performance first, then Passive, and the difference between the two, highlighted in green where Passive funds have outperformed and in red where active funds have outperformed.

| | | YTD | 3 Years | 5 Years |
|-----------------------|---------------------|-------|---------|---------|
| Global REIT | Active | 3.96 | 28.44 | 94.55 |
| | Passive | 9.41 | 27.20 | 95.08 |
| | Passive less Active | 5.45 | -1.23 | 0.53 |
| Global Real Estate | Active | 3.16 | 24.27 | 97.40 |
| | Passive | 5.07 | 26.79 | 95.21 |
| | Passive less Active | 1.91 | 2.52 | -2.19 |
| Global Infrastructure | Active | 12.69 | 28.76 | 86.92 |
| | Passive | 10.32 | 25.07 | 79.65 |
| | Passive less Active | -2.37 | -3.68 | -7.28 |

What is noticeable is that over 3 and 5 years there is no consistent outperformance either way for Global REIT and Global real estate funds. For 2013 YTD passive funds have outperformed, reflecting, presumably the volatile and rapidly changing nature of the markets this year. Interestingly actively managed Infrastructure funds have consistently outperformed Passive Funds. Therefore it would appear that choosing a passive global REIT or real estate tracker would not have led to any material underperformance.

Consistency of risk adjusted returns

The penultimate step was look at consistency of risk adjusted returns. With the exception of real assets these again deliver similar and consistent results to the raw returns shown earlier.

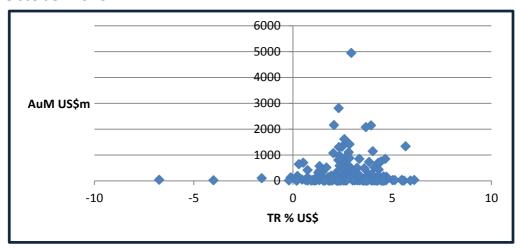


Summary and Conclusions

We believe these results demonstrate that active or passive Global REIT and global real estate funds would have delivered similar results for the liquid real asset element of a DC fund, although passive Global Infrastructure funds have consistently underperformed. Real asset funds do not demonstrate a similar profile.

Global Funds Performance

October 2013



Popular Benchmark

| Benchmark Index | Oct return % | Volatility % |
|----------------------------------|--------------|--------------|
| FTSE EPRA/NAREIT Developed Index | 2.85 | 12.00 |

By Fund size

| Fund | Average | Maximum | Minimum |
|---------------|---------|---------|---------|
| Global large | 2.95 | 5.68 | 1.99 |
| Global medium | 2.49 | 4.71 | -1.57 |
| Global small | 2.67 | 6.11 | -6.74 |

Best Performing Funds

Global Large Funds > US \$ 750m Aum

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|--|--------------|--------------|--------------|-----------|---------------|
| AMP Capital Global Property Securities | 5.68 | 0.99 | 12.37 | 1,335 | Unit Trust |
| Colonial - FirstChoice Global Property | 4.65 | 0.80 | 11.34 | 845 | Unit Trust |
| CBRE Clarion Global Real Estate Income | 4.02 | 0.12 | 18.79 | 1,140 | Closed-End |
| Third Avenue Real Estate Value Fund | 3.94 | 2.46 | 9.23 | 2,145 | Open-End |
| DFA Global Real Estate Securities | 3.68 | 0.71 | 13.19 | 2,072 | Fund of Funds |

Global Medium Funds US \$75m to US\$750m Aum

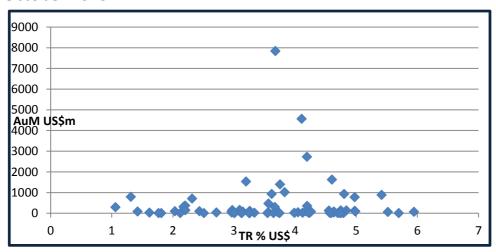
| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|---|--------------|--------------|--------------|-----------|---------------|
| HC Capital Trust - Real Estate Securities | 4.71 | -0.63 | 71.26 | 152 | Open-End |
| AMP Capital Investors - Property Secs | 4.56 | n/a | n/a | 167 | Fund of Funds |
| Perennial Global Property Securities | 4.33 | 0.86 | 12.13 | 431 | Unit Trust |
| INVESCO Global Property Securities | 4.31 | 0.63 | 13.11 | 189 | Unit Trust |
| Alpine Global Premier Properties Fund | 4.30 | 0.60 | 21.42 | 691 | Closed-End |

Global Small < US\$ 75 Aum

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|---|--------------|--------------|--------------|-----------|------------|
| Colliers Geared Global Property | 6.11 | 0.44 | 25.19 | 28 | Unit Trust |
| OnePath OneAnswer Investment Portfolio | 5.50 | 0.68 | 12.96 | 10 | Unit Trust |
| ANZ - ING Global Property Securities | 5.50 | n/a | n/a | 4 | Unit Trust |
| Perpetual - AMP Capital Global Property | 5.43 | 0.94 | 11.84 | 1 | Unit Trust |
| OnePath OneAnswer Personal Super | 5.13 | 0.65 | 11.53 | 22 | Open-End |

Global REIT Funds Performance

October 2013



Popular Benchmark

| Benchmark Index | Oct return % | Volatility % |
|-----------------------|--------------|--------------|
| S&P Global REIT Index | 3.89 | 12.29 |

By Fund size

| Fund | Average | Maximum | Minimum |
|--------------------|---------|---------|---------|
| Global REIT large | 3.82 | 4.97 | 1.31 |
| Global REIT Medium | 3.29 | 4.99 | 1.06 |
| Global REIT Small | 3.77 | 5.94 | 1.62 |

Best Performing Funds

Global REIT Large Funds > US750m Aum

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|-----------------------------|--------------|--------------|--------------|-----------|---------------|
| Nomura Global REIT Premium | 4.97 | 1.17 | 20.00 | 781 | Open-End |
| Nikko AMP Global REIT Fund | 4.80 | 1.76 | 17.66 | 930 | Fund of Funds |
| Daiwa Global REIT Open Fund | 4.60 | 1.63 | 17.22 | 1,624 | Fund of Funds |
| DIAM World REIT Index Fund | 4.19 | 1.82 | 17.88 | 2,726 | Fund of Funds |
| Kokusai World REIT Open | 4.11 | 1.55 | 17.21 | 4,560 | Fund of Funds |

Global REIT Medium Funds US\$75m to US\$750m Aum

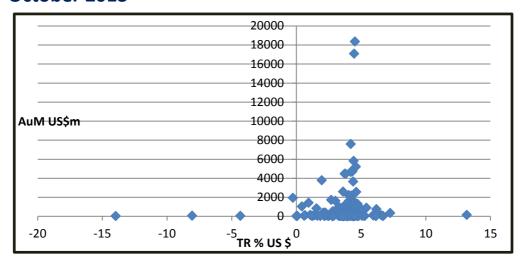
| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|-------------------------------------|--------------|--------------|--------------|-----------|---------------|
| Nomura Global REIT Premium Currency | 4.99 | 1.17 | 20.04 | 94 | Open-End |
| Nomura World REIT | 4.97 | 1.14 | 23.85 | 111 | Open-End |
| Daiwa Fund Wrap International REIT | 4.84 | 1.81 | 18.32 | 141 | Open-End |
| SMTAM Global REIT Index Open | 4.75 | 1.75 | 18.61 | 139 | Open-End |
| Daiwa Resona World REIT Fund | 4.64 | 1.63 | 17.28 | 86 | Fund of Funds |

Global REIT Small Funds < US\$75m Aum

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|--------------------------------------|--------------|--------------|--------------|-----------|---------------|
| PowerShares KBW Premium Yield Equity | 5.94 | 1.28 | 15.97 | 69 | Open-End |
| BNY Mellon Global REIT | 5.70 | 1.02 | 23.80 | 4 | Fund of Funds |
| Mitsubishi UFJ REIT Fund | 5.52 | 1.67 | 17.83 | 60 | Fund of Funds |
| MHAM AMP Global REIT Fund | 5.33 | 1.73 | 18.24 | 1 | Open-End |
| Nomura Index Fund Foreign REIT | 4.79 | 1.77 | 18.67 | 12 | Fund of Funds |

US Funds Performance

October 2013



Popular Benchmark

| Benchmark Index | Oct return % | Volatility % |
|--------------------------------|--------------|--------------|
| Dow Jones US Select REIT Index | 4.07 | 15.74 |

By Fund size

| Fund | Average | Maximum | Minimum |
|-----------|---------|---------|---------|
| US Large | 3.88 | 5.42 | -0.27 |
| US medium | 4.07 | 13.16 | 0.42 |
| US small | 2.98 | 6.71 | -13.97 |

Best Performing Funds

US Large Funds - Over US \$1bn Aum

| Fund | Oct return % | Sharpe Ratio | Volatility% | AUM US\$ | Туре |
|-------------------------------------|--------------|--------------|-------------|----------|------------|
| Cohen & Steers REIT and Pref Income | 5.42 | 0.25 | 18.30 | 883 | Closed-End |
| Oppenheimer Real Estate Fund | 4.78 | 0.76 | 15.60 | 1,058 | Open-End |
| ING Real Estate Fund | 4.73 | 0.72 | 15.47 | 1,272 | Open-End |
| Cohen & Steers Institutional Realty | 4.62 | 0.84 | 15.43 | 2,544 | Open-End |
| Cohen & Steers Realty Shares Inc | 4.60 | 0.81 | 15.45 | 5,193 | Open-End |

US Medium Funds US\$100bn to US\$1bn Aum

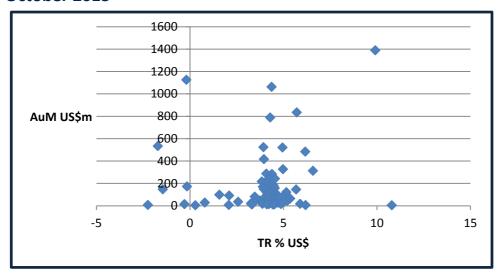
| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|---|--------------|--------------|--------------|-----------|------------|
| Direxion Daily Real Estate Bull 3x Shares | 13.16 | 0.75 | 45.94 | 134 | ETF |
| ProShares Ultra Real Estate | 7.25 | 0.56 | 30.20 | 340 | ETF |
| Denali Fund Inc/The | 6.56 | 1.62 | 15.99 | 104 | Closed-End |
| Nuveen Real Estate Income Fund | 6.25 | 0.33 | 23.43 | 295 | Closed-End |
| Rakuten US REIT Triple Engine | 6.18 | 1.30 | 29.97 | 734 | Open-End |

US Small < Under US\$100m Aum

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|---|--------------|--------------|--------------|-----------|----------|
| iShares Industrial/Office Real Estate Cap | 6.71 | 1.09 | 16.95 | 17 | ETF |
| iShares Retail Real Estate Capped ETF | 6.15 | 0.60 | 15.49 | 13 | ETF |
| PowerShares KBW Premium Yield Equity | 5.94 | 1.28 | 15.97 | 69 | ETF |
| iShares North America Real Estate ETF | 5.28 | 0.72 | 17.99 | 29 | ETF |
| Rakuten US REIT Triple Engine AUD Month | 5.12 | 1.47 | 26.87 | 22 | Open-End |

European Funds Performance

October 2013



Popular Benchmark

| Benchmark Index | Sep return | Volatility % |
|-------------------------------------|------------|--------------|
| FTSE EPRA/NAREIT Dev'd Europe Index | 4.70 | 12.56 |

By Fund size

| Fund | Average | Maximum | Minimum | |
|---------------|---------|---------|---------|--|
| Europe medium | 4.00 | 9.91 | -1.72 | |
| Europe small | 4.00 | 10.79 | -2.25 | |

Best Performing Funds

European Medium Funds > US\$ 75m Aum

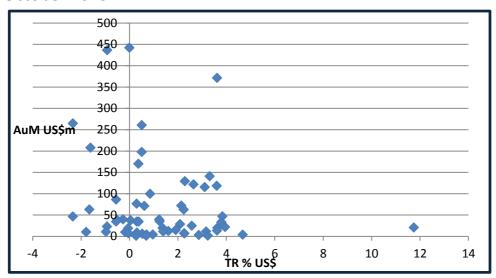
| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|----------------------------------|--------------|--------------|--------------|-----------|---------|
| TR Property Investment Trust | 9.91 | 2.19 | 16.20 | 1,389 | I Trust |
| Aberdeen Property Share Fund | 6.58 | 2.12 | 12.56 | 313 | OEIC |
| Henderson Horizon - Pan European | 6.17 | 1.24 | 12.49 | 484 | SICAV |
| iShares UK Property UCITS ETF | 5.71 | 1.68 | 15.18 | 835 | ETF |
| Banque Martin Maurel | 5.68 | 1.44 | 8.37 | 145 | FCP |

European Small Funds < US\$75m Aum

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|---|--------------|--------------|--------------|-----------|------------|
| BPH FIO - Equity Real Estate | 10.79 | n/a | n/a | 4 | Open-End |
| Legal & General Strategie Indice Pierre | 6.19 | 0.88 | 13.49 | 6 | FCP |
| Henderson Global - European Property | 5.89 | 1.60 | 14.34 | 17 | Unit Trust |
| F&C Real Estate Securities Fund | 5.37 | 1.52 | 14.44 | 64 | Open-End |
| Amundi ETF Real Estate UCITS ETF | 5.22 | 0.96 | 14.90 | 46 | ETF |

Asian Funds Performance

October 2013



Popular Benchmarks

| Benchmark Index | Oct return % | Volatility % |
|---------------------------------------|--------------|--------------|
| EPRA NAREIT Asia Total Rtrn Index USD | 0.22 | 16.06 |
| TR GPR APREA COMPOSITE Index USD | 1.29 | 16.62 |

By Fund size

| Fund | Average Maximum | | Minimum |
|--------------|-----------------|-------|---------|
| Asian medium | 0.60 | 3.31 | -2.34 |
| Asian small | 1.50 | 11.74 | -2.34 |

Best Performing Funds

Asian Medium funds >U\$\$75m Aum

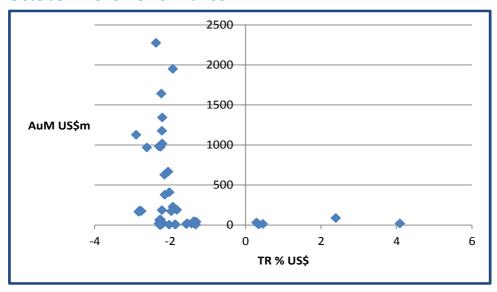
| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|---|--------------|--------------|--------------|-----------|------------|
| SMTAM Asia REIT Research Open | 3.31 | n/a | n/a | 141 | Open-End |
| Public Mutual - PB Asia R E Income | 3.11 | 0.97 | 7.20 | 115 | Unit Trust |
| Public Mutual - Far-East Prop & Resorts I | 2.64 | 1.49 | 10.54 | 121 | Unit Trust |
| B&I Pan-Asian Total Return R E Secs Fund | 2.28 | 0.98 | 12.60 | 129 | Open-End |
| Amadeus Asian Real Estate Securities Fur | 0.85 | 0.65 | 16.71 | 99 | Open-End |

Asian Small funds < US\$75m Aum

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|--|--------------|--------------|--------------|-----------|----------|
| Kotak India Equity Fund | 11.74 | -0.25 | 26.94 | 20 | Open-End |
| Sumitomo Mitsui Asia High Yield REIT Fui | 4.68 | 0.86 | 21.68 | 4 | Open-End |
| SEB Asia Pacific REIT Fund | 3.95 | -0.15 | 12.71 | 21 | Open-End |
| Cohen & Steers Emerging Markets Real Es | 3.83 | 0.39 | 17.80 | 46 | Open-End |
| Phillip Singapore Real Estate Income Fun | 3.79 | 0.30 | 12.83 | 33 | Open-End |

Japanese Funds

October 2013 Performance



Popular Benchmarks

| Benchmark Index | Oct return % | Volatility % |
|------------------------------------|--------------|--------------|
| Tokyo Stock Exchange REIT Index | -2.26 | 39.95 |
| T S E TOPIX Real Estate Index | -1.45 | 26.02 |
| TR/GPR/APREA Composite Japan Index | -1.27 | 32.01 |

By Fund size

| Fund | Average | Maximum | Minimum |
|-----------------|---------|---------|---------|
| Japanese large | -2.32 | -1.93 | -2.90 |
| Japanese medium | -1.87 | 2.39 | -2.83 |
| Japanese small | -1.44 | 4.09 | -2.30 |

Best Performing Funds

Japanese Large funds > US\$500m Aum

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|---|--------------|--------------|--------------|-----------|---------------|
| Nissay J-REIT Fund - Monthly Dividend | -1.93 | 1.24 | 26.24 | 1,949 | Fund of Funds |
| Nomura Japan Real Estate Fund | -2.21 | 1.21 | 26.12 | 1,343 | Open-End |
| Daiwa J-REIT Open - Monthly Dividend | -2.21 | 1.19 | 25.49 | 1,018 | Fund of Funds |
| Mitsubishi UFJ J REIT Open - Quarterly Di | -2.22 | 1.27 | 25.93 | 1,176 | Fund of Funds |
| Shinko J-REIT Open | -2.23 | 1.21 | 25.27 | 1,642 | Fund of Funds |

Japanese Medium funds<US\$500m >US\$75m Aum

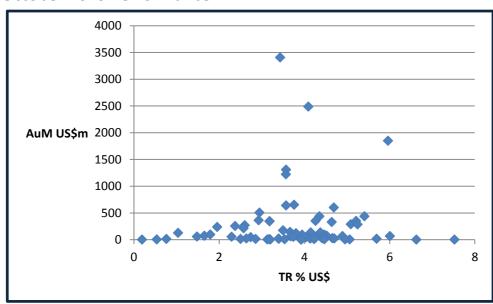
| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|---------------------------------------|--------------|--------------|--------------|-----------|---------------|
| Mizuho JREIT Fund BRL Course Monthly | 2.39 | 1.42 | 32.58 | 88 | Open-End |
| Daiwa Fund Wrap J-REIT Select | -1.82 | 1.25 | 25.38 | 189 | Open-End |
| Nissay J REIT Open - Monthly Dividend | -1.93 | 1.23 | 26.25 | 229 | Open-End |
| Nomura J-REIT Open | -1.97 | 1.30 | 25.78 | 173 | Fund of Funds |
| Listed Index Fund J-REIT Index | -2.02 | 1.16 | 26.21 | 409 | ETF |

Japanese Small funds < US\$75m Aum

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|---|--------------|--------------|--------------|-----------|----------|
| Nomura NEXT FUNDS TOPIX-17 ETF | 4.09 | 2.55 | 23.30 | 19 | ETF |
| Mizuho JREIT Fund | 0.46 | 1.29 | 31.07 | 14 | Open-End |
| J-REIT + Strategy Fund/JAAM | 0.35 | 0.92 | 13.00 | 6 | UIT |
| BNP Paribas DB Resona J-REIT Alpha Plus | 0.29 | 0.41 | 11.96 | 29 | UIT |
| Tokio Marine J-REIT Fund | -1.31 | 1.20 | 24.66 | 39 | Open-End |

Infrastructure and Real Asset Funds

October 2013 Performance



Popular Benchmark

| Benchmark Index | Oct return % | Volatility % |
|---|--------------|--------------|
| D Jones Brookfield Global Infra Tot Rtn | 4.05 | 10.62 |

By Fund size

| Fund | Average Maximum | | Minimum |
|------------------------------|-----------------|------|---------|
| Global infrastructure medium | 3.88 | 5.96 | 1.95 |
| Global infrastructure small | 4.30 | 7.52 | 0.76 |
| Real assets | 2.42 | 4.47 | 0.19 |

Best Performing Funds

Global Infrastructure Medium >US\$150m Aum

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|---|--------------|--------------|--------------|-----------|------------|
| Nomura Deutsche High Div Infrastructure | 5.96 | 1.61 | 20.65 | 1,849 | Open-End |
| First Trust Energy Infrastructure Fund | 5.41 | 0.91 | 21.12 | 437 | Closed-End |
| Lazard Global Listed Infrastructure Equit | 5.25 | 2.68 | 9.33 | 287 | Open-End |
| BlackRock Utility and Infrastructure | 5.21 | 0.39 | 13.30 | 351 | Closed-End |
| Russell Global Listed Infrastructure | 5.09 | 1.30 | 14.97 | 290 | Open-End |

Global Infrastructure Small < US\$150m Aum

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|---|--------------|--------------|--------------|-----------|---------------|
| PKO Parasolowy FIO - Infrastrukture | 7.52 | n/a | n/a | 1 | Open-End |
| Tata Growing Economies Infrastructure | 6.63 | 0.94 | 9.97 | 3 | Open-End |
| Nomura Deutsche High Div Infrastructure | 6.01 | 1.60 | 22.92 | 68 | Open-End |
| FirstChoice Global Infrastructure Sec | 5.70 | 2.15 | 9.58 | 18 | Fund of Funds |
| Shinhan BNPP Tops Global Infra | 5.06 | 1.00 | 10.23 | 6 | Unit Trust |

Real Assets Funds

| Fund | Oct return % | Sharpe ratio | Volatility % | AUM US\$m | Туре |
|--|--------------|--------------|--------------|-----------|---------------|
| Huntington Real Strategies Fund | 4.47 | 0.64 | 11.71 | 94 | Open-End |
| Euromobiliare Real Assets | 3.54 | -0.41 | 5.88 | 8 | Open-End |
| T Rowe Price Real Assets Fund Inc | 3.43 | 0.26 | 12.74 | 3,406 | Open-End |
| Devonshire Conservative Real Return | 3.40 | 0.24 | 6.19 | 16 | Open-End |
| Real Assets Investimento no Exterior FIC | 3.20 | -0.03 | 16.00 | 1 | Fund of Funds |

Disclaimer

The information contained in this report was obtained from various sources. No representation or warranty, express or implied, is made, given or intended by or on behalf of Consilia Capital Limited or any of its directors, officers or employees and no responsibility or liability is accepted by Consilia Capital Limited or any of its directors, officers or employees as to the accuracy, completeness or fairness of any information, opinions (if any) or analysis (if any) contained in this report. Consilia Capital Limited undertakes no obligation to update or correct any information contained in this report or revise any opinions (if any) or analysis (if any) in the light of any new information. Notwithstanding the foregoing, nothing in this paragraph shall exclude liability for any representation or warranty made fraudulently.

This report (including its contents) is confidential and is for distribution in the United Kingdom only to persons who are authorised persons or exempt persons within the meaning of the Financial Services and Markets Act 2000, or any Order made thereunder, or to persons of a kind described in Article 19(5) (Investment Professionals) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended) and, if permitted by applicable law, for distribution outside the United Kingdom to professionals or institutions whose ordinary business involves them in engaging in investment activities. It is not intended to be distributed or passed on, directly, indirectly, to any other class of persons. This report may not be copied, reproduced, further distributed to any other person or published, in whole or in part, for any purpose other than with the prior consent of Consilia Capital Limited. Whilst Consilia Capital Limited may at its sole and absolute discretion consent to the copying or reproduction of this report (whether in whole or in part) for your usual business purposes no representation or warranty, express or implied, is made, given or intended by or on behalf of Consilia Capital Limited or any of its directors, officers or employees as to the suitability or fitness of the report for the purpose to which you intend to put the report.

The information, opinions (if any) and analysis (if any) contained in this report do not constitute, or form part of, any offer to sell or issue, or any solicitation of an offer to purchase or subscribe for, any securities or options, futures or other derivatives ("securities") nor shall this report, or any part of it, or the fact of its distribution, form the basis of, or be relied on, in connection with any contract.

This report is intended to provide general information only. This document may not cover the issues which recipients may regard as important to their consideration, evaluation or assessment of the any of the securities mentioned herein, and where such issues have been covered herein no assurance can be given that they have been considered in sufficient detail for recipients' purposes. This report does not have regard to any specific investment objectives, the financial situation or the particular requirements of any recipient. To the extent that this report contains any forward-looking statements, estimates, forecasts, projections and analyses with respect to future events and the anticipated future performance of the securities referred to herein, such forward-looking statements, estimates, forecasts, projections and analyses were prepared based upon certain assumptions and an analysis of the information available at the time this report was prepared and may or may not prove to be correct. No representation or warranty, express or implied, is made, given or intended by or on behalf of Consilia Capital Limited or any of its directors, officers or employees that any estimates, forecasts, projections or analyses that are used in this report will be realised. These statements, estimates, forecasts, projections and analyses are subject to changes in economic and other circumstances and such changes may be material. Potential investors should seek financial advice from a person authorised under the Financial Services and Markets Act 2000 who specialises in advising on the acquisition of securities.

Investors should be aware that the value of and income in respect of any securities may be volatile and may go down as well as up and investors may therefore be unable to recover their original investment.

CONSILIA CAPITAL

Consilia Capital, 2nd Floor, Berkeley Square House, Berkeley Square, London W1J 6BD

m: +44 (0) 7807 868 237 T: + 44 (0) 207 887 6086

alex.moss@consiliacapital.com www.consiliacapital.com