

# FY2020 RESULTS PRESENTATION

20 AUGUST 2020

[www.apngroup.com.au](http://www.apngroup.com.au)  
ASX Code: APD

**APN** | Property Group

# APN Property Group Overview

Specialist real estate investment manager – ‘Property for income’ focus

As at 30 June 2020

## APN PROPERTY GROUP

### FUNDS UNDER MANAGEMENT

\$2,665 MILLION<sup>2</sup>

### CO-INVESTMENTS & CASH

\$131 MILLION

REAL ESTATE  
SECURITIES  
\$1,229 MILLION

APN INDUSTRIA REIT  
\$833 MILLION  
(ASX: ADI)

APN CONVENIENCE  
RETAIL REIT  
\$452 MILLION<sup>2</sup>  
(ASX: AQR)

DIRECT PROPERTY  
\$150 MILLION

CASH  
\$16 MILLION<sup>1</sup>

CO-INVESTMENTS  
\$115 MILLION



Brisbane Airport Link Service Centre



26 & 28 Honeysuckle Drive Newcastle



Westrac Tomago

1. Includes cash held in trust for underlying funds managed by the Group of \$1.3 million and \$5.5 million for AFS Licences.
2. Excludes \$60 million of additional assets committed for acquisition or development due to complete post balance date.

# FY2020 financial highlights

## Resilient performance through COVID19 and well positioned to grow the platform

<b>OPERATING EARNINGS<sup>1</sup></b>	\$10.4 million ▲ 12% on pcp, 3.12 cents per security (cps) 99% operating income from recurring sources Statutory NPAT: \$4.2 million (1.02 cps)
<b>FUM</b>	\$2.7 billion ▼ \$265 million 9.0% on June 2019 <sup>2</sup> Includes market movements of ▼ \$432 million
<b>DISTRIBUTIONS</b>	Full year FY2020: 3.15 cps ▲ 15% on pcp of 2.75 cps (pre-stapling)
<b>BALANCE SHEET</b>	NTA: 35.8 cps ▼ 11% on June 2019 Cash: \$16.3 million <sup>3</sup>
<b>TOTAL SECURITYHOLDER RETURN<sup>4</sup></b>	1 year: 16.8% 5 years: 17.9%

1. Operating earnings is an unaudited after tax metric used by the Group as a key measurement of its underlying performance. It adjusts statutory profit for certain non-operating items recorded in the income statement including discontinued operations, certain business development expenses and realised / unrealised fair value movements on the Group's co-investments and investment properties
2. Excludes FUM of \$38 million for acquisitions contracted post-balance date and \$22 million for fund-through developments not yet completed in APN Convenience Retail REIT (total \$60 million)
3. Includes cash held in trust for underlying funds managed by the Group of \$1.3 million and \$5.5 million for AFS Licences.
4. Per annum as at 30 June 2020. Includes reinvestment of dividends at market price on dividend payment date and divisor adjustment for standardised calculation where required.

# COVID19 update

## Operational

- Limited impact on business operations
- Implemented existing remote working arrangements across team
- Pre-existing technology solutions were in place
- Proactively managing team through Victorian Stage 4 restrictions to ensure team remains safe and healthy

## Fund Performance

- Limited exposure to most impacted sectors (discretionary retail, hotels)
- Industrial, office, service stations all continue to perform strongly
- APN Industria REIT cash collections 98%
- APN Convenience Retail REIT cash collections 99.9%

## FUM and Revenue

- Securities FUM affected by negative market movements and volatility
- All direct property funds stable or increased FUM at 30 June

## Acquisitions / Growth

- Largely unaffected
- New securities fund launch announced
- Multiple acquisitions completed
- APN remains well placed to grow



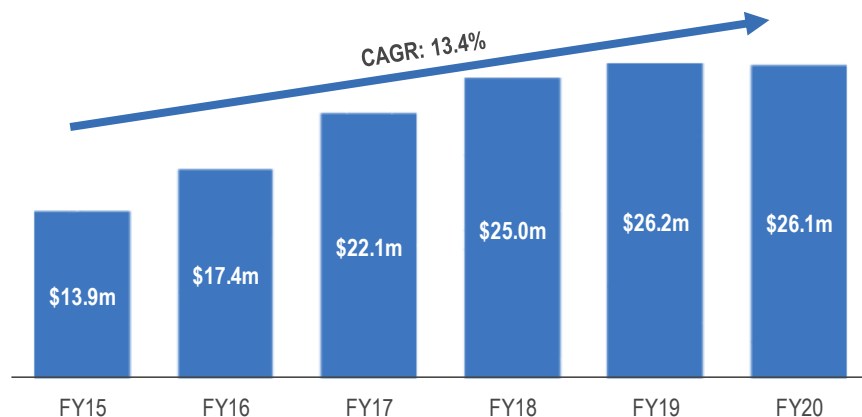
Westrac Tomago (NSW)



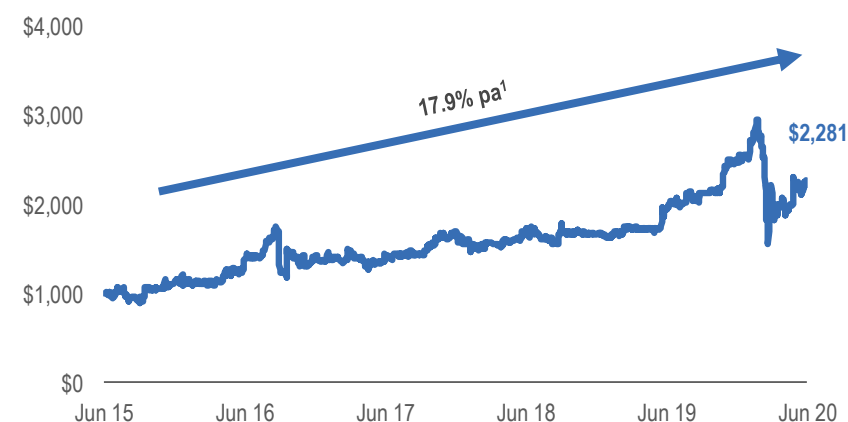
Nowra Homemaker Centre (NSW)

# Track record of sustainable income and securityholder returns

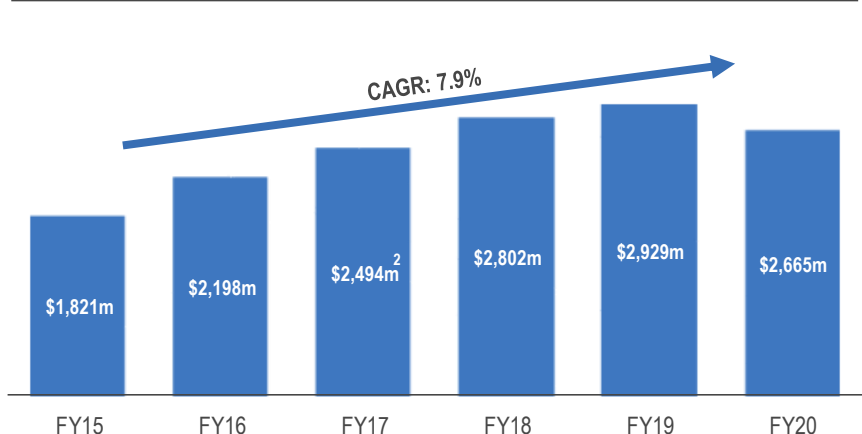
## Recurring Income



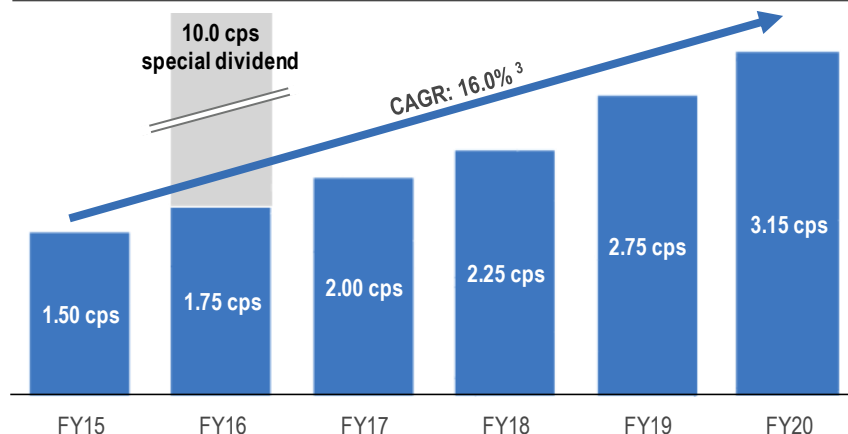
## Total Securityholder Return



## Funds Under Management



## Distributions



1. Per annum as at 30 June 2020. Includes reinvestment of dividends at market price on dividend payment date and divisor adjustment for standardised calculation where required assuming \$1,000 invested 6 years ago
2. 30 June 2017 FUM of \$2.5 billion. Pro-Forma 30 June 2017 FUM of \$2.6 billion, includes \$113 million of asset acquisitions not complete at balance date but scheduled to settle before 31 October 2017 by AQR.
3. Excludes special dividend of 10 cps in FY16 and special dividend declared for stapling in FY20. Includes dividends and distributions (pre and post stapling)

# Strong operating earnings growth

Income Statement (\$000s)	FY2020	FY2019	Change	
Funds management fees	15,279	15,038	▲ 2%	Reflects higher FUM due to acquisitions in APN Industria REIT and APN Convenience Retail REIT, offset by lower FUM in real estate securities due to market movements funds as a result of COVID-19
Performance & transaction fees	272	374	▼ 27%	
Leasing and property management fees	689	269	▲ 156%	Leasing and property management fees due to increased activities at Industria's Brisbane Technology Park
Registry & other fees	2,200	2,289	▼ 4%	
<b>Total Net Funds Management Income</b>	<b>18,440</b>	<b>17,970</b>	<b>▲ 3%</b>	
Co-investment income	7,912	7,985	▼ 1%	Co-investment income lower due to one-off profit distribution received from Steller Fund in the prior period, offset by increases across other holdings
Rental and other property related income	-	640	▼ 100%	
<b>Total Net Income</b>	<b>26,352</b>	<b>26,595</b>	<b>▼ 1%</b>	
Employment costs	(9,547)	(10,345)	▼ 8%	Rent decreased to nil following the successful syndication of APN's Nowra property
Sales and marketing costs	(776)	(710)	▲ 9%	
Other costs	(2,433)	(2,051)	▲ 19%	Reduction in employment costs includes reversal in share based payments
Occupancy costs	(310)	(678)	▼ 54%	Employment and 'Other' costs include ~\$900k of product development costs (not yet contributing material revenue)
Depreciation & amortisation	(704)	(141)	▲ 399%	Occupancy costs lower due to the adoption of AASB 16 Leases - higher depreciation and interest expense
Finance income/(expense)	(305)	(88)	▲ 247%	Change in tax arrangements under stapled structure and reversal in share based payment costs not subject to tax
<b>Operating earnings before tax</b>	<b>12,277</b>	<b>12,582</b>	<b>▼ 2%</b>	
Income tax expense	(1,927)	(3,350)	▼ 42%	
<b>Operating earnings (after tax)<sup>1</sup></b>	<b>10,350</b>	<b>9,232</b>	<b>▲ 12%</b>	Includes mark to market on co-investments and reversal of deferred tax liabilities as part of stapling process
Other non-operating activities <sup>2</sup> after tax	(6,152)	5,291	▼ 216%	
Loss from discount. operations after tax	-	10	▼ 100%	
<b>Statutory profit after tax</b>	<b>4,198</b>	<b>14,533</b>	<b>▼ 71%</b>	
<b>Key performance metrics (cents per security)</b>				
EPS – Operating Earnings	3.12	2.94	▲ 6%	
Statutory EPS (diluted basis)	1.02	4.67	▼ 78%	

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2. Non-operating activities include certain business development expenses and realised / unrealised fair value movements on the Group's co-investments and investment properties.

# Well capitalised for continuing growth

Balance Sheet (\$000s)	June 2020	June 2019	Change
Cash <sup>1</sup>	16,299	15,672	▲ 4%
Co-investments	114,507	127,472	▼ 10%
Other assets <sup>2</sup>	7,084	5,950	▲ 19%
Intangible assets	1,700	1,756	▼ 3%
Right-of-use asset	2,108	-	▲ n/a
<b>Total assets</b>	<b>141,698</b>	<b>150,850</b>	<b>▼ 6%</b>
Trade payables, tax & provisions	13,656	16,377	▼ 17%
Lease liabilities	2,202	659	▲ 234%
Borrowings	9,000	6,004	▲ 50%
<b>Net Assets</b>	<b>116,840</b>	<b>127,810</b>	<b>▼ 9%</b>
<b>Net Tangible Assets</b>	<b>114,588</b>	<b>126,054</b>	<b>▼ 9%</b>
<b>NTA per security</b>	<b>35.8 cents</b>	<b>40.2 cents</b>	<b>▼ 11%</b>

Comprises:

- \$67.8 million in ADI at \$2.36 per security (NTA at \$2.82, weighted average cap rate of 6.4%)
- \$36.3 million in AQR at \$3.40 per security (NTA at \$3.27, weighted average cap rate 6.6%)
- \$6.9 million in APN Regional Property Fund (cap rate 7.25%)

Lease (with matching liability) under AASB 16 Leases

Predominantly due to reversal of deferred tax liabilities as part of stapling process, partially offset by distribution payable recognised due to 30 June record date

1 Includes cash of \$5.5 million for AFS licence (June 2019: \$5.0 million) and cash held in trust for underlying funds managed by the Group of \$1.3 million (June 2019: \$0.7 million)

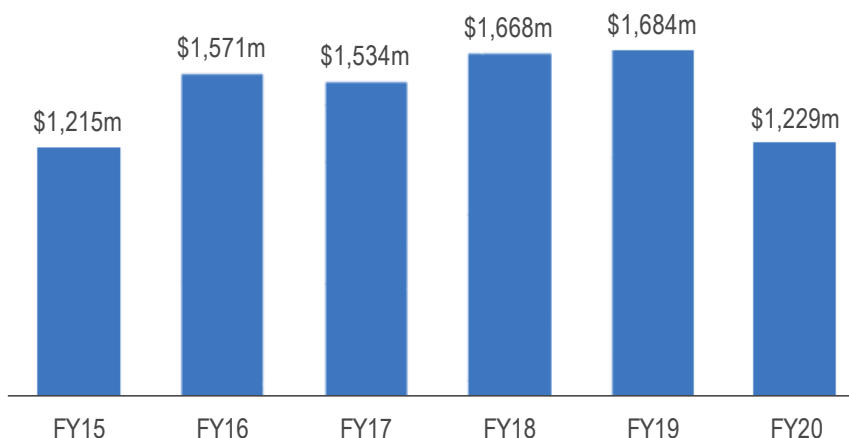
2 Other assets includes receivables, property, plant & equipment and deferred tax assets

# Real Estate Securities

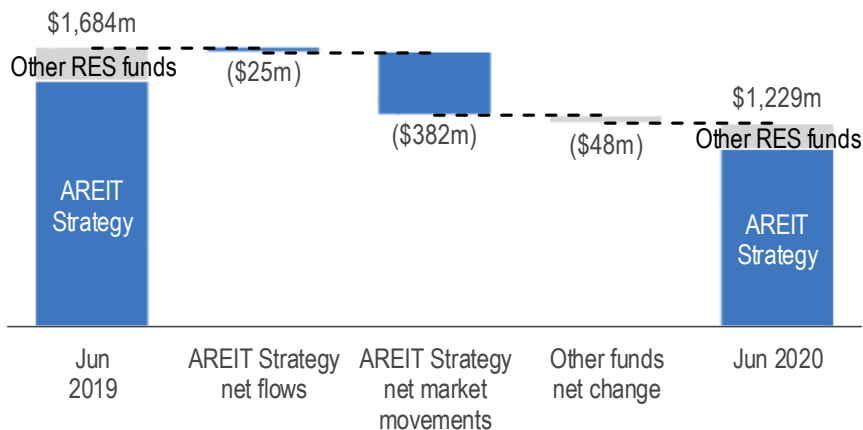
## Continued strong income focused returns as a result of our active management approach

- Benchmark unaware, income/risk focus: APN AREIT Fund distribution yield of 6.5% pa<sup>1</sup> (as at 30 Jun 2020) paid monthly
- Listed REITs significantly impacted by COVID-19 in March, weighing on short term fund performance, but saw a strong June quarter recovery
- Strong focus on portfolio positioning with retail exposure reduced by 20%, including shift towards non-discretionary/convenience segments
- Net fund flows into the AREIT Fund weaker than in prior period, attributed to investor appetite toward growth assets
- Highly experienced and well regarded team
- APN AREIT Fund has consistently delivered on its income return objective since inception and is well positioned to deliver relatively high, consistent income and lower risk compared to the index
- APN Global REIT Income Fund to launch 2H CY2020

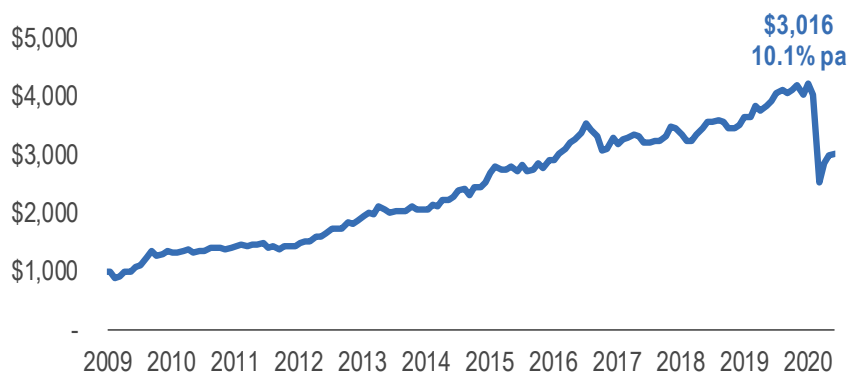
### Division FUM growth



### FUM Growth Breakdown



### Performance - \$1,000 invested since inception<sup>2</sup>

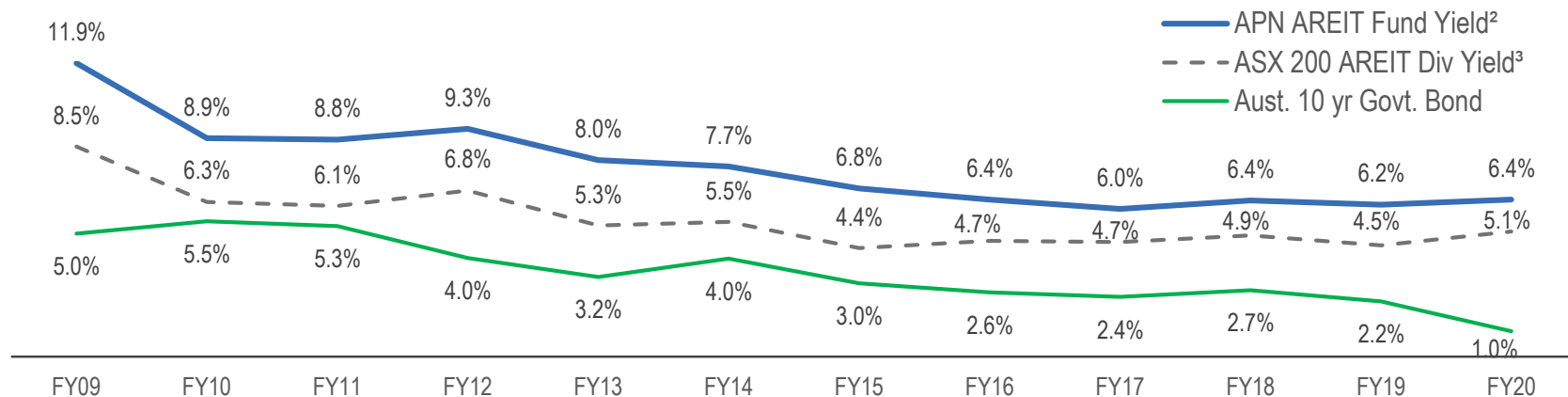




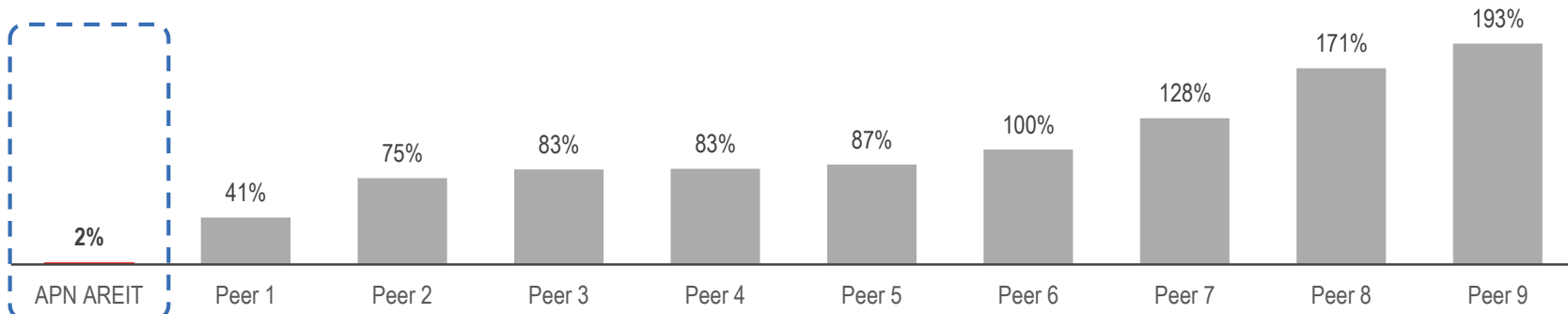
# APN AREIT Fund consistently delivering “Property for Income”

## Regular monthly cash distributions remain sought after in low rate, low growth environment

### Consistently delivering distributions in excess of the AREIT index<sup>1</sup>



### Variability of distributions: APN AREIT Fund versus peers – 5 year standard deviation in distribution rates to June 2020<sup>4</sup>



1. Yield is expressed as the annualised trailing twelve months yield. Past performance is not an indicator of future performance.
2. Average distributions after management fees and expenses. Distributions may include a capital gains component.
3. S&P/ASX 200 AREIT Index Dividend Yield (average per calendar month) via Bloomberg data.
4. Source: Morningstar

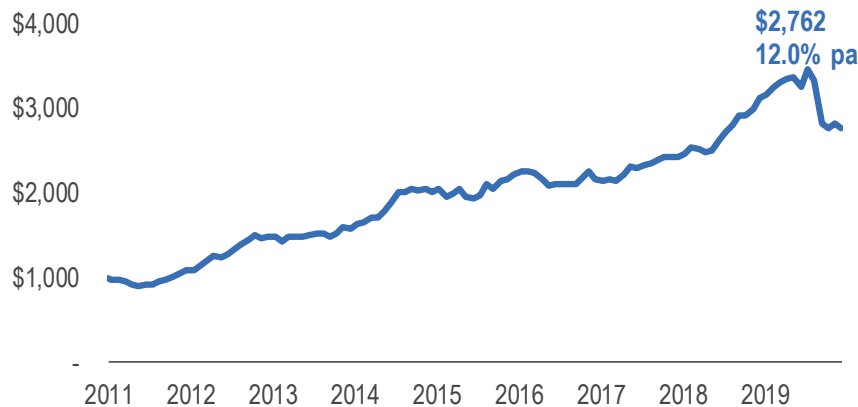
# APN Asian REIT Fund

## Gaining momentum and increasing scale supported by strong fundamentals

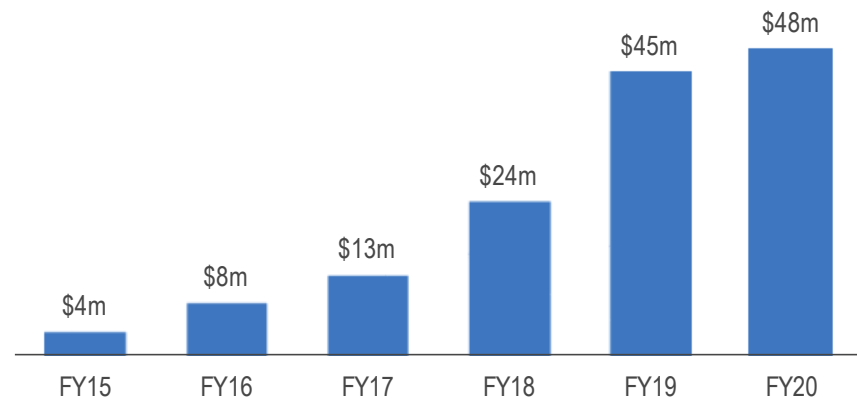
- Delivers APN's "Property for Income" investment process and philosophy by investing into key Asian commercial property markets – Singapore, Japan and Hong Kong
- Underpinned by multi-generation growth potential with nearly 60% of the world's population located in Asia
- Depth and breadth of real assets within the region provides enhanced diversification
- Asian REITs outperformed global REIT markets over COVID-19 sell off period
- Attractive distribution yield: 6.1% pa<sup>1</sup> (at 30 June 2020) paid monthly



### Performance - \$1,000 invested since inception<sup>2</sup>



### FUM Growth



1. APN Asian REIT Fund performance. Net of fees. Assumes reinvestment of distributions since inception. Inception 19 July 2011 to 30 June 2020.

# New Fund: APN Global REIT Income Fund

## Leveraging APN's experience to extend APN's real estate securities product set

### 1 Global commercial property: reliable and growing source of income

- Contracted rent: relatively low risk cash flow
- REITs in developed markets offer high quality, diversified portfolios
- Initial target fund distribution yield of 4.00 – 5.00% pa
- Income growth opportunity from continuing urbanisation

### 2 International investment exposure and excellent diversification

- Gain exposure to North America, Asia Pacific, Europe markets
- Very broad range of commercial property sectors including mobile phone towers, data centres and healthcare
- 12% of global commercial property is owned by REITs – continuing future growth of REITs globally
- \$3.1 trillion sector by market cap (vs \$150 billion in AREITs), 73% of market cap is outside top ten (Australia 19%)

### 3 Defensive: real assets investment underpins value and provides inflation hedge

- Opportunities to invest at less than net asset backing
- Physical assets provide inflation hedge – security of real income
- 100% liquid

### 4 Natural extension of APN's successful Australian and Asian securities funds – with additional offshore expertise secured

- Leveraging successful track record in real estate securities since 1998
- Team has 75 years of collective experience
- Team includes David Kruth (Columbia University, New York), an experienced REIT investor (ex Goldman Sachs and AllianceBernstein)



Mobile Phone Tower  
Crown Castle International Corp (US)  
Mkt Cap (July 2020): A\$98 billion



Data Centre  
Digital Realty Trust (US)  
Mkt Cap (July 2020): A\$56 billion



Multi-family  
Gecina (Europe)  
Mkt Cap (July 2020): A\$13 billion



Industrial / logistics  
Prologis (US)  
Mkt Cap (July 2020): A\$105 billion

# APN Industria REIT (ASX: ADI)

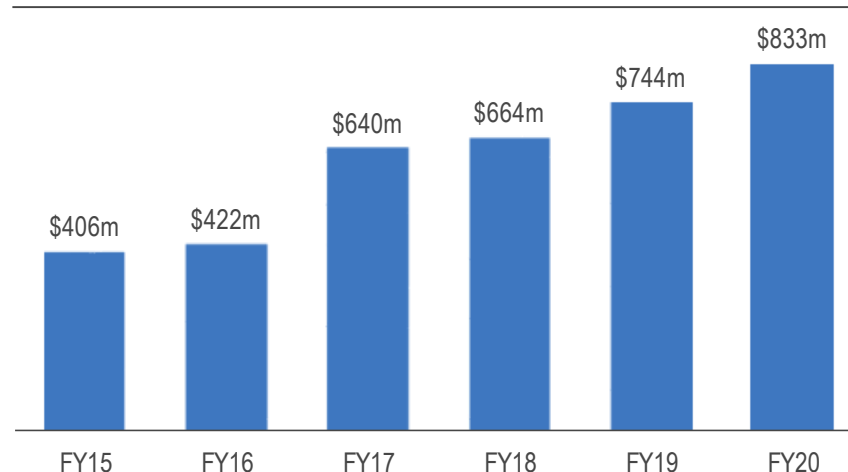
## Strong and active period for the portfolio, focused on providing long term sustainable income

- Attractively positioned office and industrial portfolio delivering strong and growing distributions
- FY2020 earnings (FFO) increased 1.6% to 19.3 cents per security
- Low gearing of 29%, with balance sheet capacity to grow
- Acquired \$57 million of assets; raised \$47 million of equity in November 2019
- Record leasing volume of over 28,900 sqm
- Strong cash flow with 98% cash collections in FY2020
- FY2021 FFO per security expected to be in line with FY2020
- Anticipated to become carbon neutral in FY21 through successive ongoing investments in solar PV generation and other measures



Westrac, Newcastle, NSW

### FUM Growth



### Key information

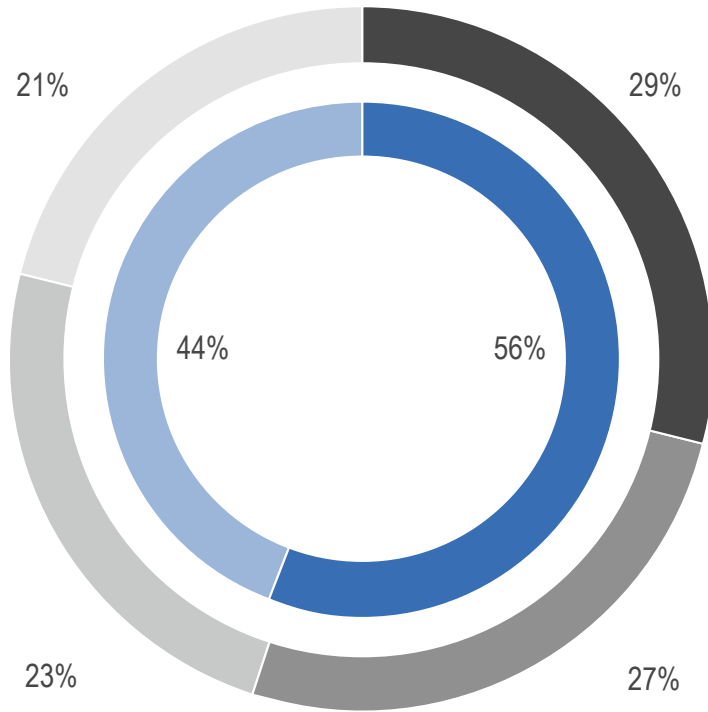
Market Capitalisation <sup>1</sup>	\$466m
Funds Under Management	\$833m
Forecast FY20 Distribution Yield <sup>2</sup>	7.1%
WACR	6.4%
Distribution frequency	Quarterly
Occupancy	94%
WALE (by area)	5.7 years
Gearing	29%
NTA per Security	\$2.82
Security price (30 Jun 2020 / 18 August 2020)	\$2.36 / \$2.44
Index inclusion	S&P/ASX 300

1. As at 30 June 2020

2. As at 18 August 2020

# APN Industria REIT (continued)

High quality, well leased industrial and business portfolio generating consistent and growing income



### Locations

- Industrial Melbourne & Adelaide
- Industrial - WesTrac
- Rhodes Corporate Park
- Brisbane Technology Park

### Portfolio by type

- Industrial
- Office



### WesTrac Newcastle

Located adjacent to M1 motorway  
~\$222 million valuation  
14.2 year WALE



### Industrial Melbourne, Adelaide and Brisbane

Key industrial precincts  
~\$243 million valuation  
16 buildings; 4.7 year WALE



### Rhodes Corporate Park

Inner west Sydney,  
~\$189 million valuation  
2 buildings; 2.0 year WALE

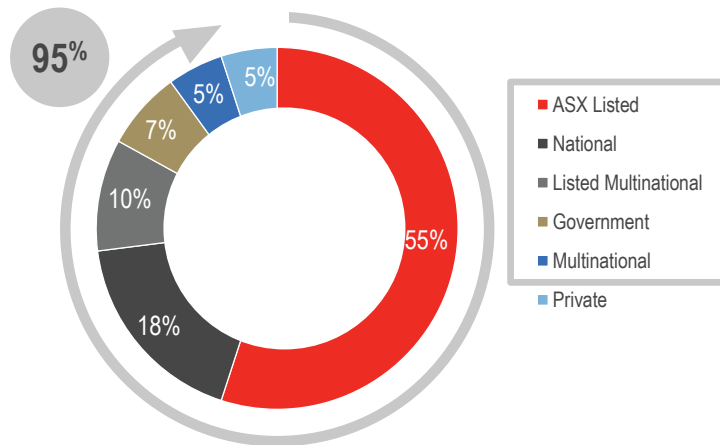


### Brisbane Technology Park

15 minutes south of CBD  
~\$172 million valuation  
13 buildings; 2.7 year WALE

# APN Industria REIT (cont.) – resilient income profile from high quality tenants

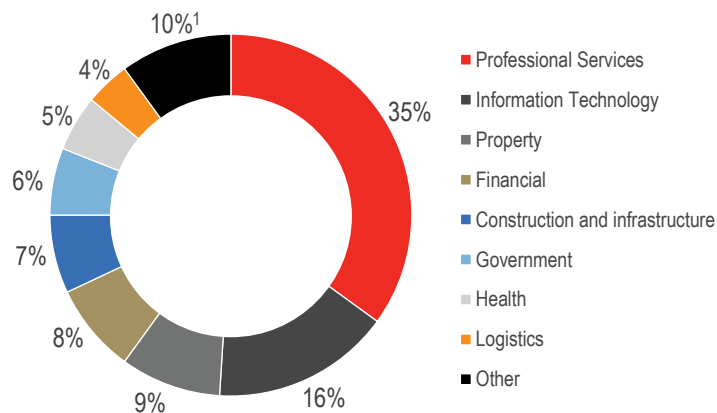
Tenant composition by income



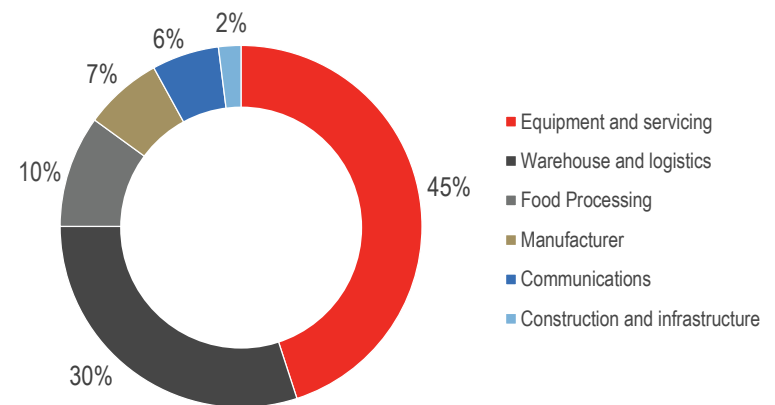
Tenants across the portfolio



Tenant composition by industry – office assets



Tenant composition by industry – industrial assets

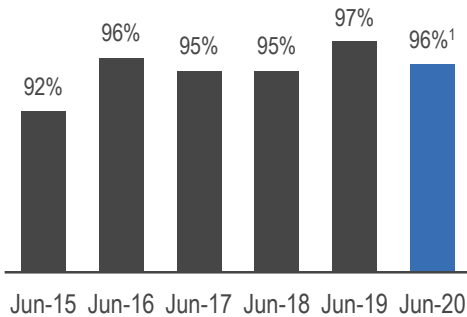


<sup>1</sup> Includes 0.3% associated with retail based tenants

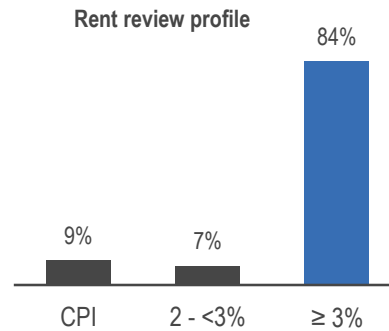
# APN Industria REIT (cont.)

Active management continues to deliver strong occupancy, income growth and reduce vacancy risk

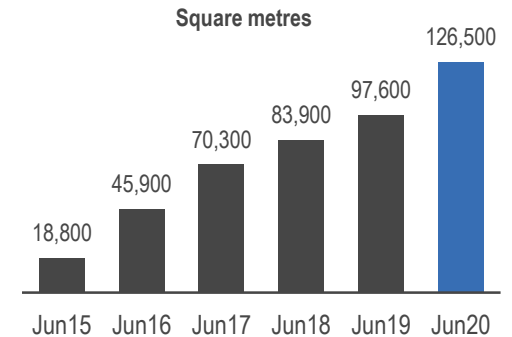
## High occupancy



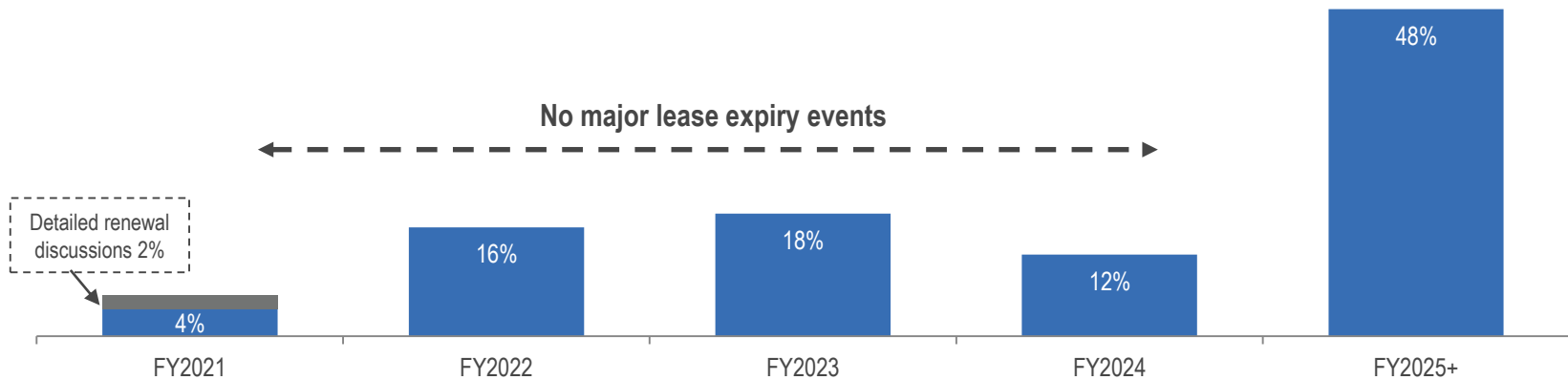
## Generating organic growth



## Cumulative leasing outcomes



## Strong income visibility – expiry profile (by income)



<sup>1</sup> Includes Heads of Terms agreed post balance date

# APN Convenience Retail REIT (ASX: AQR)

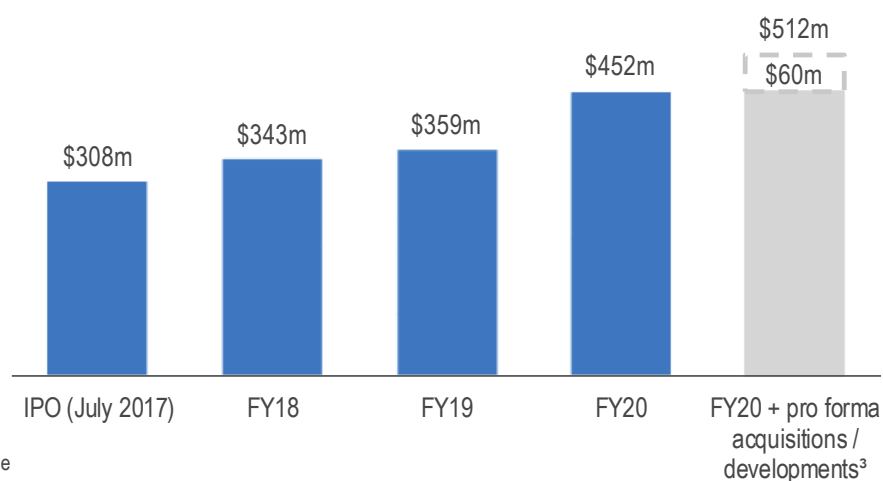
## Long lease term, non-discretionary retail focus delivering reliable and growing income

- FY2020 earnings (FFO) of \$19.3m up 13.3%
- NTA per security increased by 31 cents to \$3.27, up 10.5%
- Raised \$101.6 million of new equity and made \$90.2 million of acquisitions with further \$38 million of contracted acquisitions post balance date
- Total portfolio \$508.6 million upon completion of contracted development and acquisition pipeline
- Balance sheet has substantial further acquisition capacity
- Major tenant Puma Energy Australia (58% of income) acquired by Chevron (US\$160 billion market cap) – sites to be rebranded to Caltex
- Minimal impact from COVID19, with cash collections of 99.9%



Raceview Convenience Centre, QLD

## FUM Growth



## Key information

Market Capitalisation <sup>1</sup>	\$373m
Funds Under Management	\$452m
Forecast FY20 Distribution Yield <sup>2</sup>	5.9%
WACR	6.6%
Distribution frequency	Quarterly
Occupancy	100%
WALE (by income)	10.6 years
Gearing / Pro Forma Gearing <sup>3</sup>	16.5% / 24.8%
NTA per Security	\$3.27
Security price (30 Jun 2020 / 18 August 2020)	\$3.40 / \$3.72

1. As at 30 June 2020

2. As at 18 August 2020

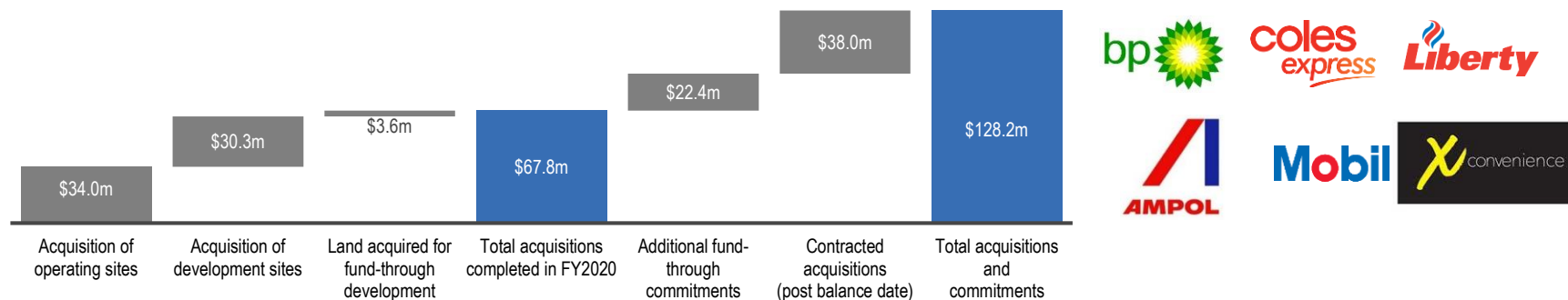
3. Adjusted for post-balance date contracted acquisitions and fund-through development pipeline



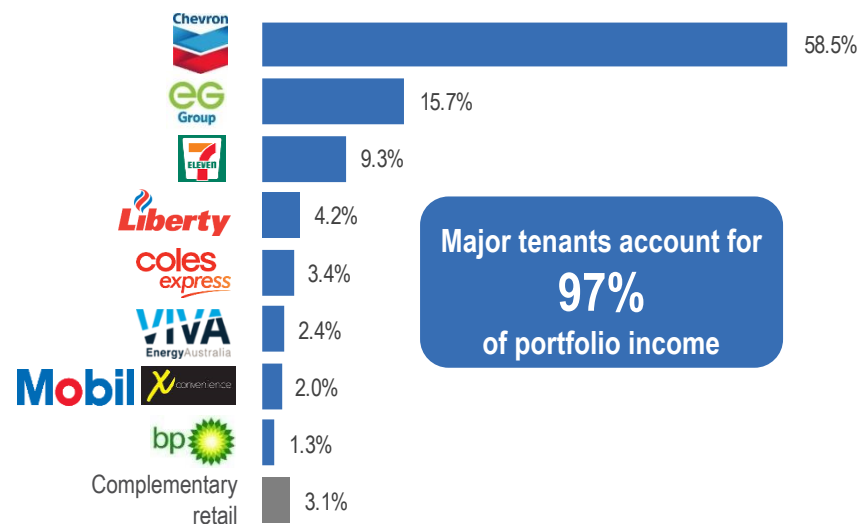
# APN Convenience Retail REIT (cont.)

## Significant growth and portfolio improvement in FY2020

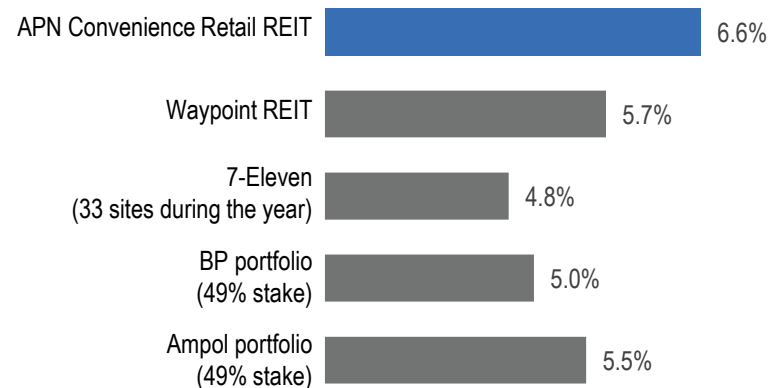
FY2020 saw over \$125 million of new acquisitions and developments committed and 5 new high quality tenants added to the portfolio<sup>1</sup>



### Major tenants by income



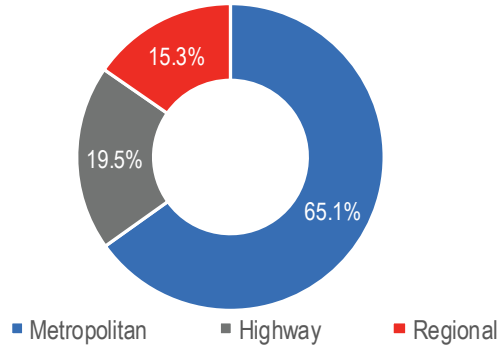
### AQR portfolio remains well positioned (average cap rates)



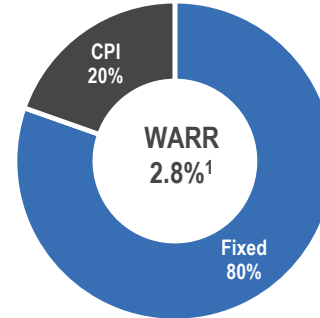
# APN Convenience Retail REIT (cont.)

## Attractive portfolio metrics and rental growth profile

Portfolio composition

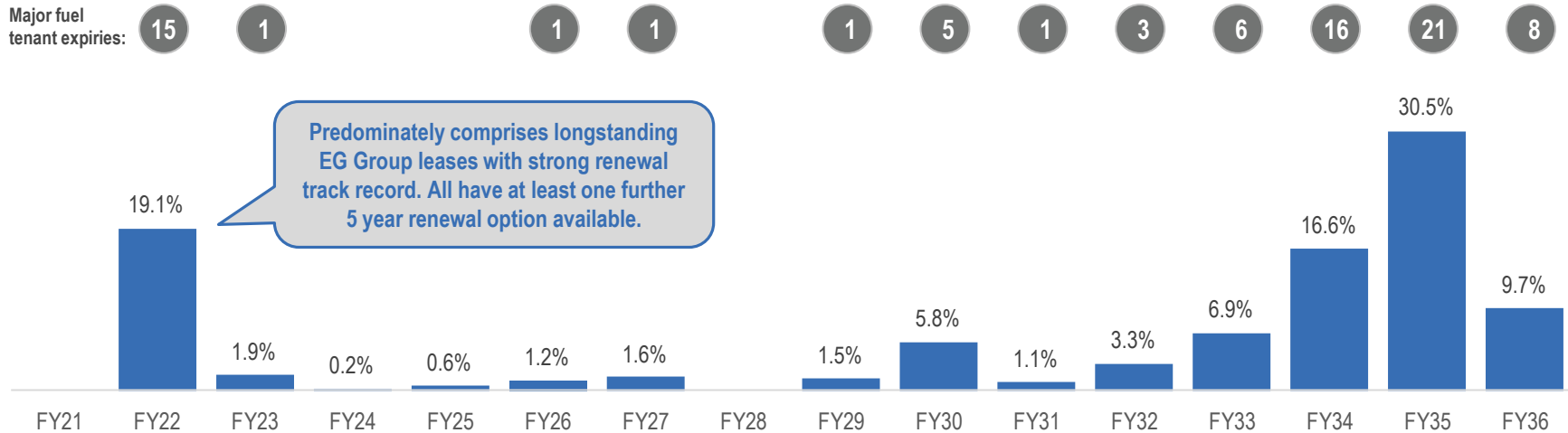


Rent review type by income



1. Weighted average rent review assuming CPI of 1.8%

Lease expiry profile (by income)

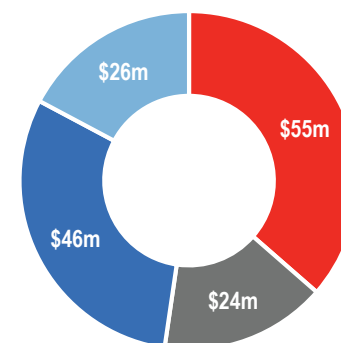


# Direct Property – Unlisted Funds

## Strong performance across leasing and capital transactions active over the year

Fund	Key achievements and performance
<b>APN Coburg North Retail Fund</b>	<ul style="list-style-type: none"> <li>Exchanged contracts to sell Coburg North Shopping Centre for \$21.3m</li> <li>~4% premium to book value and ~13% premium to acquisition price</li> <li>Excellent outcome for investors in a challenging immediate and ongoing retail environment</li> </ul>
<b>APN Regional Property Fund</b>	<ul style="list-style-type: none"> <li>Regional markets attractive (cost effective for occupiers and employees)</li> <li>4,027 sqm of leasing transactions agreed</li> <li>Good income visibility for FY2021 with forecast distribution yield of 7.1%</li> <li>Gearing conservative at 34%</li> </ul>
<b>APN Nowra Property Fund</b>	<ul style="list-style-type: none"> <li>Sub-lease to Bunnings in place until early 2021</li> <li>Fund delivered 8.0% pa distribution yield and 9.0% capital growth in FY2020 for an annual total return of 17%</li> <li>Weighted average lease expiry (11.1 years) with Woolworths Limited guarantee</li> </ul>
<b>APN Development Fund No. 2</b>	<ul style="list-style-type: none"> <li>Further progress toward major in-fill redevelopment project for the Fund's 22,000 square metre site in Port Melbourne with Council endorsement of proposed 4 stage scheme</li> <li>Potential government incentives / funding to encourage construction</li> </ul>
<b>APN Steller Development Fund</b>	<ul style="list-style-type: none"> <li>Fund successfully completed and wound up; 17.7% IRR delivered to investors</li> </ul>

## FUM – Unlisted Direct Property Funds



- APN Regional Property Fund
- APN Coburg North Retail Fund
- APN Development Fund No. 2
- APN Nowra Property Fund



South Nowra Homemaker Centre  
APN Nowra Property Fund



Station Avenue, McKinnon  
APN Steller Development Fund



Proposed Mixed Use Development, Port Melbourne  
APN Development Fund No. 2

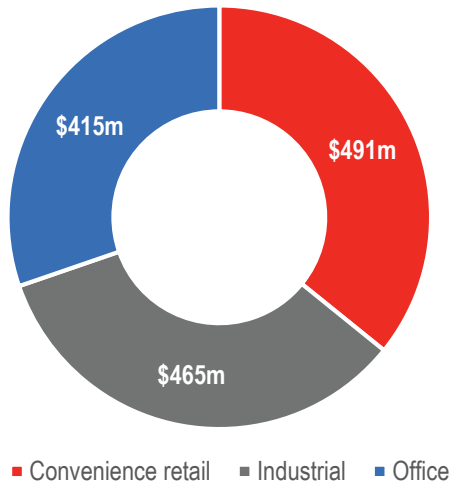


Proposed Hotel Development, Port Melbourne  
APN Development Fund No. 2

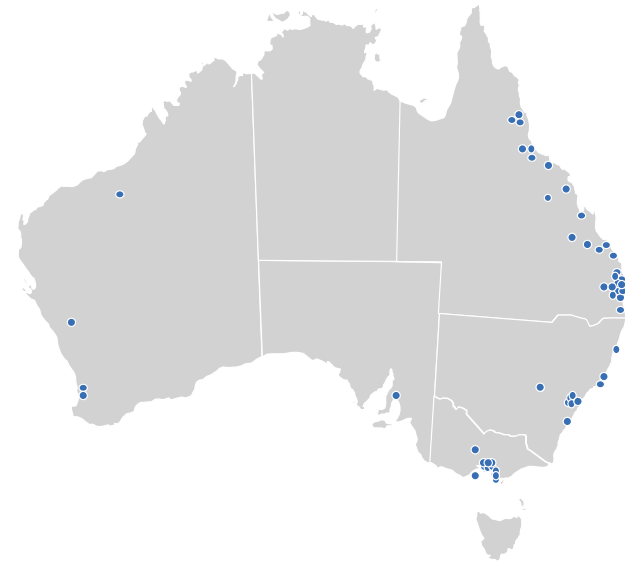
# Direct property platform with scale and multiple capabilities

APN's position remains well placed to continue to deliver strong and growing income returns

Attractive commercial property sectors



Weighted towards East Coast capital city locations



**\$1.4 Billion**  
Portfolio Size

**7.3 Years**  
Weighted Average Lease  
Expiry

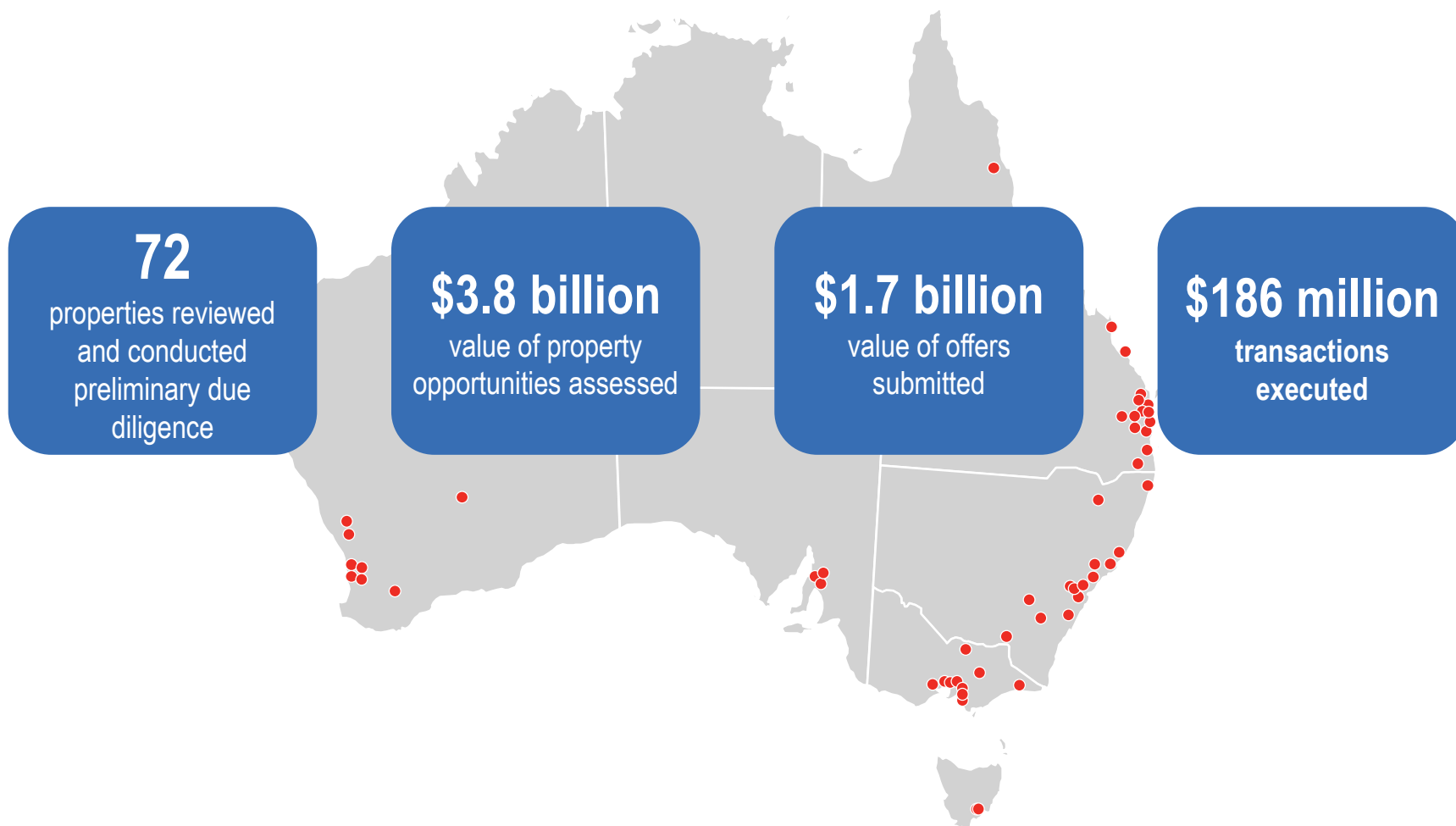
**6.5%**  
Weighted Average Cap Rate

**95%**  
Occupancy

**3+**  
Sectors

## Direct Property origination – active and disciplined in FY2020

APN's funds acquired approximately 11% of assets we bid on during the year



# Outlook – APN remains well positioned for growth

## External growth drivers

### Strong ongoing investor demand

- Uncertain, volatile markets
- Very low interest rates
- Strong demand for investments delivering reliable income

### Property acquisition opportunities

- Corporates and Governments likely to undertake further long term sale and leaseback transactions
- More distressed acquisition opportunities

### Merger and acquisition opportunities

- Sub-scale / unprofitable managers with good teams / investor bases
- Opportunity to increase its scale and profitability

## Internal growth drivers

### Investment track record and expertise

- Strong, established investment track record
- Active management well placed to outperform (listed and direct)
- Well established, well regarded team

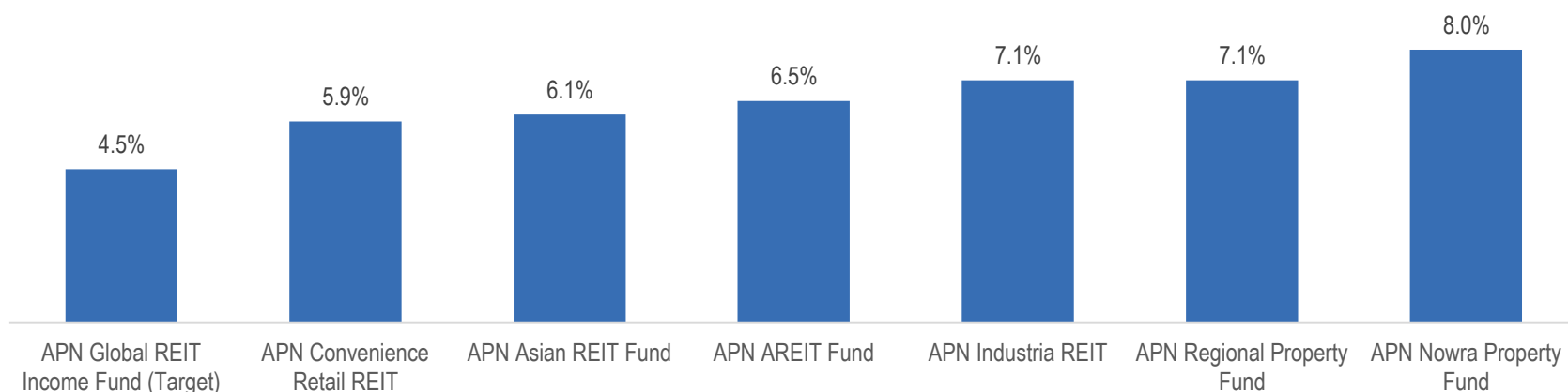
### Attractive product set

- Income-focused commercial real estate investments – listed and unlisted
- Strongly performing property sectors
- Conservative gearing levels

### Alignment and balance sheet capacity

- Strong alignment with investors through co-investment
- Net cash position – capacity to fund further growth initiatives

## APN product set offers investors attractive cash distribution yields<sup>1</sup>



1. Past performance is not necessarily an indicator of future performance. Distributions may include a capital gains component. Based on 30 June 2020 or latest available closing prices

## Distributions and FY2021 guidance

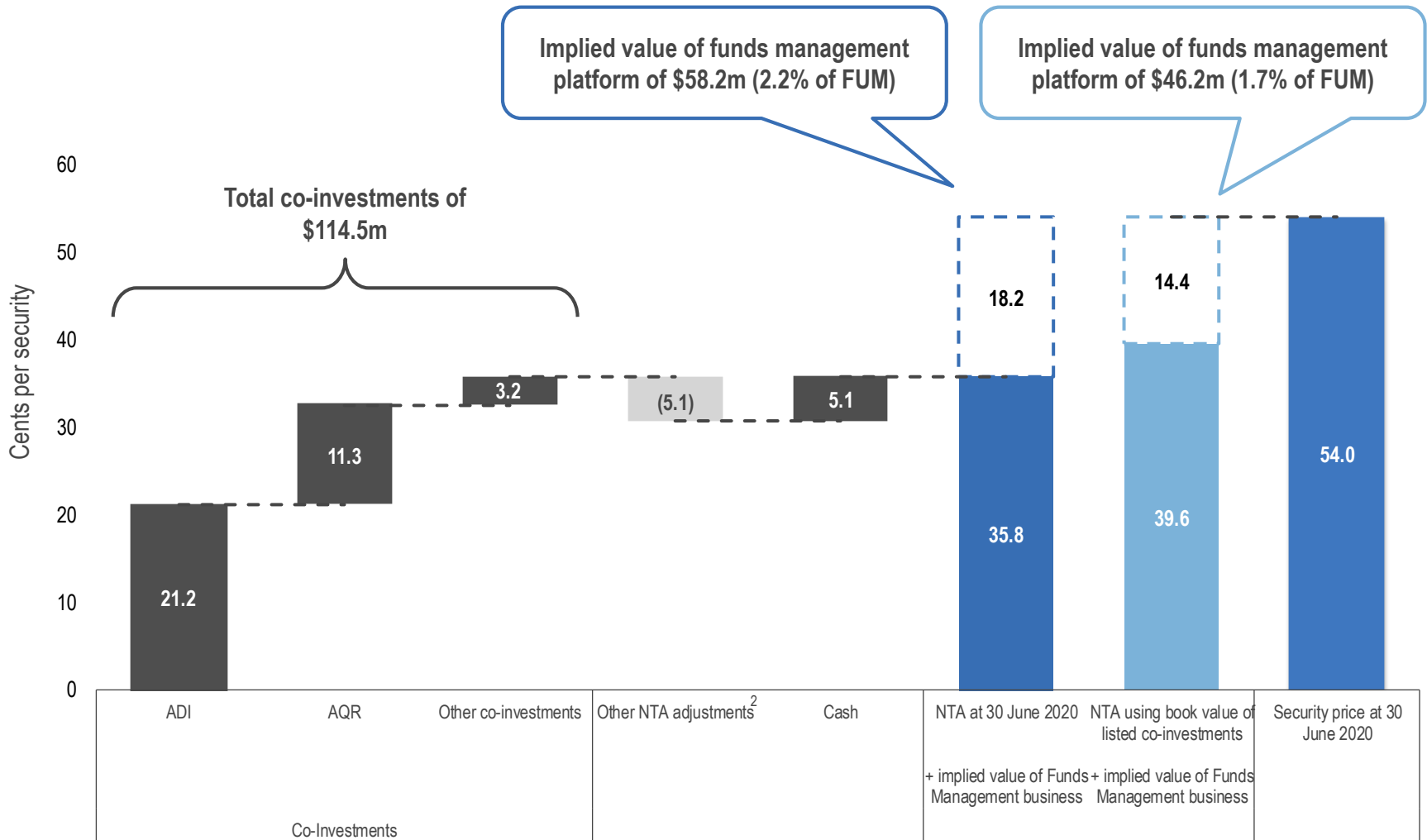
Total FY2020 distributions in line with prior guidance; FY2021 guidance of 2.50 – 2.80 cps<sup>1</sup>

	Interim Record date: 26 Feb 2020 Payment date: 13 Mar 2020	Final Record date: 30 Jun 2020 Payment date: 31 Jul 2020	FY2020 distributions	FY2021 distribution guidance
<b>Total Dividend and Distribution</b>	<b>1.60 cps</b>	<b>1.55 cps</b>	<b>3.15 cps</b>	<b>2.50 – 2.80 cps</b>
– Fully franked dividend	1.13 cps	0.80 cps	1.93 cps	
– Trust distribution	0.47 cps	0.75 cps	1.22 cps	

- FY2020 distributions of 3.15 cents per security were in line with prior guidance
- Distributions for FY2020 comprised both fully franked dividends from APD and distributions from the APD Trust, including a tax deferred component of ~17%
- Distributions are determined with reference to the amount and composition of operating profit after tax earned by APD and co-investment income derived by the APD Trust
- The Board expects to pay distributions of 2.50 – 2.80 cents per security for FY2021. This guidance is subject to a continuation of current market conditions and no unforeseen events occurring

1. Subject to a continuation of current market conditions and no unforeseen events occurring

# Implied Funds Management platform valuation<sup>1</sup>



1. Analysis and APN security price as at market close 30 June 2020

2. NTA of 35.8 cents per security is net of debt and deferred tax assets – refer to financial accounts for further information



# APPENDICES



# Overview

## Summary

- Listed on ASX (Code: APD)
- Melbourne-based specialist real estate investment manager
- Established 1996, listed 2005
- \$2.7 billion in Funds under Management (FUM)
- Actively manages 12 funds and 116 properties
- Responsible entity: APN Funds Management Limited, a wholly owned subsidiary of APN (Independent board)

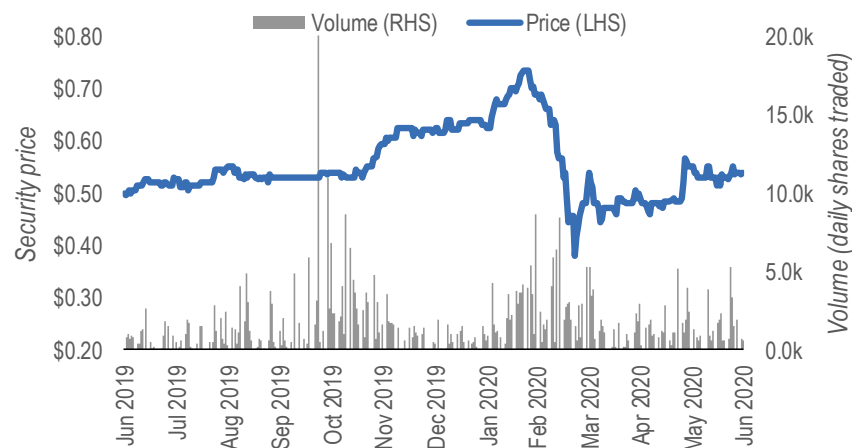
## Selected Securityholders<sup>1</sup>

Securityholder	
C. Aylward (Chairman)	24.6%
T. Slattery (CEO)	3.8%
H. Brenchley (Director)	2.9%
Other Directors / Key Management Personnel	1.7%
<b>TOTAL</b>	<b>33.1%</b>

<sup>1</sup> Based on total APD securities outstanding from 31 July 2020 of 329,805,728 following completion of the underwritten DRP in relation to APD's final FY2020 dividend and distribution, and director interest notices lodged on the ASX as at 18 August 2020.

<sup>2</sup> IRESS, ASX Trading data as at 30 June 2020. Total securityholder return includes reinvestment of dividends at market price on dividend payment date and divisor adjustment for standardised calculation where required.

## Security Price and Volume



## Key Information

Metric	
Closing security price <sup>2</sup>	\$0.540
Securities outstanding <sup>2</sup>	320,036,975
Market capitalisation <sup>2</sup>	\$173 million
FUM	2.7 billion
Total securityholder return <sup>2</sup>	16.8% (1 year)

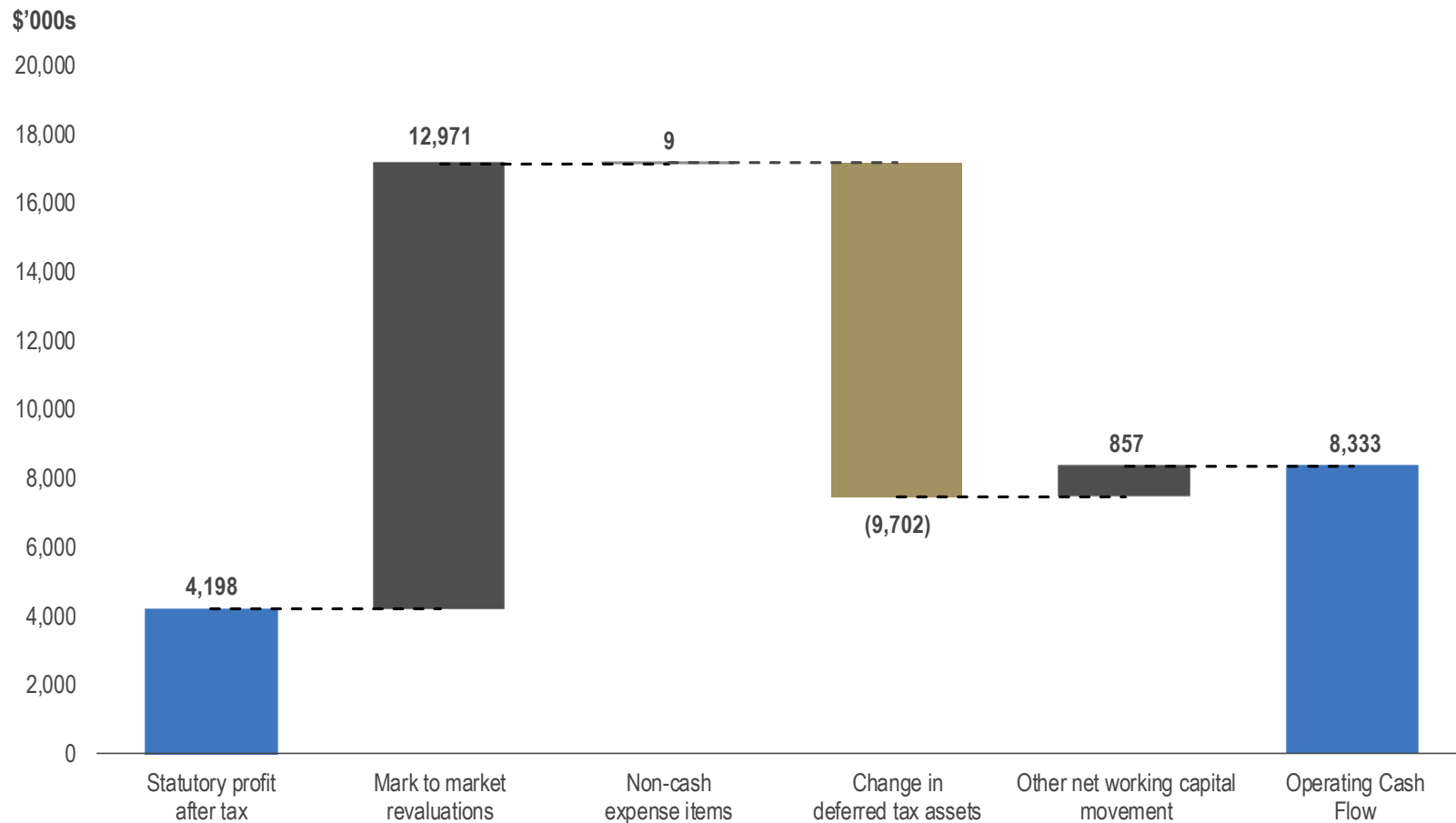
# Funds Under Management summary

Funds	Sector	Investors	FUM \$m	Fee Basis			APN Co-investment	
				Management	Performance	Other	\$m	%
APN AREIT Strategy	Property Securities	Retail & Institutional	1,071	✓			-	-
APN Property for Income Fund	Property Securities	Retail & Institutional	83	✓			-	-
APN Property for Income Fund No. 2	Property Securities	Retail & Institutional	26	✓			-	-
APN Asian REIT Fund	Property Securities	Retail & Institutional	48	✓			1	2.7%
APN Global REIT Income Fund	Property Securities	Retail & Institutional	1	✓			1	100.0%
APN Industria REIT <sup>1</sup>	Industrial & Business Parks	Retail & Institutional	833	✓		✓	68	14.5%
APN Convenience Retail REIT <sup>2</sup>	Convenience Retail	Retail & Institutional	452	✓		✓	36	9.7%
APN Regional Property Fund	Office	Retail	55	✓		✓	7	19.7%
APN Coburg North Retail Fund	Retail	Retail	24	✓	✓	✓	0	0.0%
APN Nowra Property Fund	Retail	Institutional	26	✓	✓	✓	0	0.1%
APN Development Fund No. 2	Development	Institutional	46	✓	✓	✓	1	4.8%
<b>Total</b>			<b>2,665</b>				<b>115</b>	

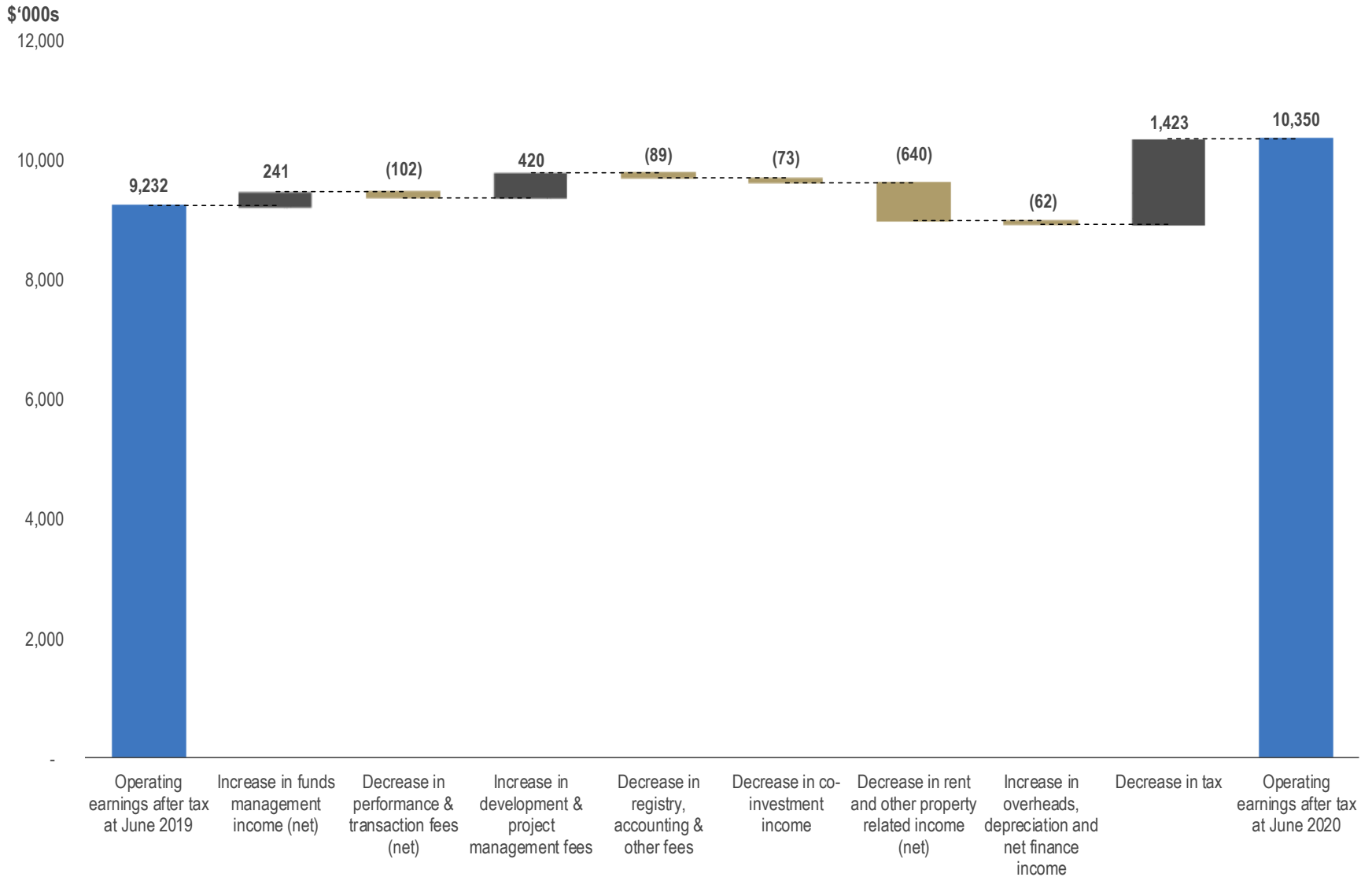
1. Funds managed by APN hold an additional 3.2% interest in APN Industria REIT

2. Funds managed by APN hold an additional 6.4% interest in APN Convenience Retail REIT

# Profit to Operating Cash Flow reconciliation



# Operating Earnings After Tax Reconciliation



## Debt facility summary

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Facility Limit	\$9.0 million
Drawn at 30 June 2020	\$9.0 million
Loan to Value Ratio (LVR)	15.1%
LVR Covenant	< 35.0%
Distribution Cover Ratio (DCR)	13.7x
DCR Covenant	> 2.0x
Cost of debt	3.8% pa
Expiry	September 2021
Security	Mortgage over specified assets

# Important notice

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