

# management philosophy

The REIT Manager remains committed to providing unitholders with attractive total returns in the form of stable and sustainable distributions per unit and long-term growth in net asset value per unit. It will achieve this through proactive asset management and the selective acquisition of properties.

## ASSET MANAGEMENT STRATEGY

The REIT management team, working closely with the property management team, will proactively manage its properties, and achieve the following:

- Maximize rental income – by optimizing rental income from each tenancy and where possible augmenting rental area or income through enhancements.
- High occupancy levels – by maintaining high quality, service and technical standards, by capitalizing on the requirements of targeted tenant niches and by actively managing tenancy expiries.
- High tenancy renewal rates – through proactively tenant relationship management and anticipation of future tenant needs. This will minimize rental losses due to downtime and lower expenses and agency fees incurred for new tenancies.
- A quality tenant base – built upon high covenant multi-national corporates to maintain a premium image for our properties and to minimize default rates and increase income stability.

## ACQUISITION STRATEGY

The research-informed investment process of the Trust provides the framework to develop the portfolio to provide yield accretion and suitable risk tolerance. Through forecasting and pricing analysis, the investment team develops views on our market and then the opportunities, both on and off market that are sourced from the team's networks of contacts. These are analysed against the backdrop of increasingly complex financing and regulatory environment and proceeded with or rejected accordingly.

The investment team is fully aware of the increasing interest among institutional investors in prime Grade 'A' office space globally due to its relatively attractive performance compared to other property asset types with different occupancy covenants and profiles. Combining as it does, experienced resources from both the financial services as well as the commercial property industries, the team is fully committed to maintaining the discipline of acquiring only those assets that will augment the prime asset.

The investment theme of the Trust is only to consider acquisition propositions that are well located and accessible. These will consist of office projects of specification, profile and workmanship suitable for multi-national occupiers with retail facilities incorporated and those that provide genuine diversification benefits.