

Performance report | 30 November 2024

Quay Global Real Estate Strategy (Unhedged)

For Institutional Investors Only

Overview

The Quay Global Real Estate Strategy ('the Strategy') invests in global listed real estate with a focus on rent-based total return opportunities, avoiding developers and emerging markets and seeking robust balance sheets and reliable long-term cash flows. Utilizing fundamental analysis in stock selection and concentrated, low-turnover portfolio construction, the management team aims to generate annualized real total returns in excess of CPI +5% over the long term.

The Strategy is managed by Quay Global Investors, a Bennelong boutique. Bennelong is part of the BFM Group, an investment company that partners with boutiques across the globe to deliver actively managed equity funds.

Gross returns (\$AUD)

| | 1 mth | 3 mths | 6 mths | 1 year | 2 years p.a. | 3 years p.a. | 5 years p.a. | 10 years p.a. | Since inception ¹ p.a. |
|------------------------|--------|--------|---------|---------|--------------|--------------|--------------|---------------|-----------------------------------|
| Strategy | +1.59% | +1.57% | +11.94% | +21.23% | +13.55% | +3.36% | +5.77% | +10.59% | +11.77% |
| Benchmark ² | +2.95% | +4.27% | +15.55% | +21.02% | +9.10% | +1.08% | +1.32% | +5.83% | +6.69% |
| Value added | -1.35% | -2.70% | -3.61% | +0.21% | +4.45% | +2.28% | +4.45% | +4.76% | +5.08% |

Performance figures include dividends and are gross of any earnings tax, but after withholding tax.

¹'Value added' calculation does not use rounded performance figures. Past performance is not indicative of future performance.

Strategy managers



Justin Blaess

Co-founder, Principal & Portfolio Manager

Before establishing and co-managing the Quay Global Real Estate Strategy, Justin spent five years at ING Investment Management in Sydney, where he was portfolio manager for all the listed real estate investment strategies with over \$2bn under management. He has also worked in corporate finance at major investment banks, where as part of their real estate investment banking teams he had experience on local and cross border M&A, debt and equity transactions. Justin started his finance career as a research analyst, first at HSBC and then Deutsche Bank, where with Chris he established and managed a REIT research team.



Chris Bedingfield

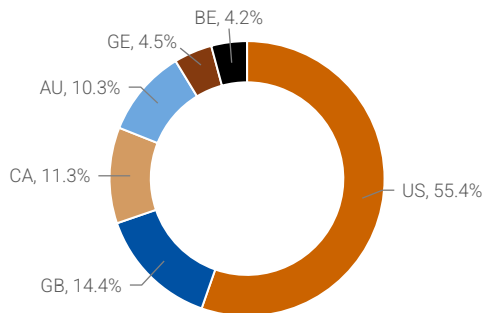
Co-founder, Principal & Portfolio Manager

Chris has nearly 30 years of experience working as a real estate specialist with a background in investment banking, real estate equities research and investment management. Prior to co-founding Quay, Chris was a senior member in the Real Estate Investment Banking group at Credit Suisse in Sydney and previously the Head of Real Estate Investment Banking Asia at Deutsche Bank. Chris started his career in real estate equity research, eventually becoming the head of research.

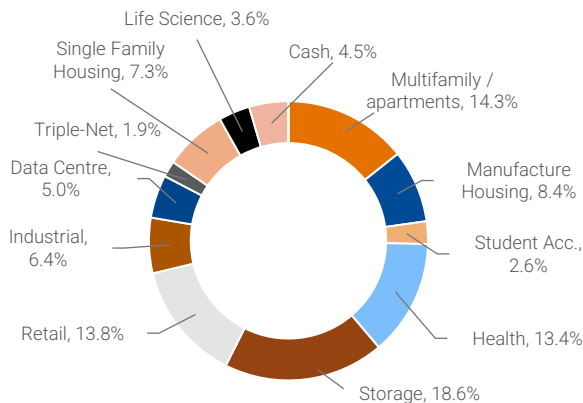
Strategy details

| Feature | Information |
|---------------------|---|
| Strategy | Global listed real estate |
| Index | FTSE/NAREIT Developed TR AUD Index |
| Investment vehicles | Separately Managed Accounts; AUD Unit Trust |

Geographic weighting



Sector weighting



Commentary

Global real estate had a positive month, with the Index and the Strategy returning +3.0% and +1.6% respectively.

The US election dominated market attention this month. With Trump now elected as the next president, the top-of-mind question for many investors and market participants appears to be how to best position for Trump 2.0. This is especially pertinent as the Republicans will also control the House and Senate. Current market consensus is that a Trump presidency will result in higher economic growth and higher inflation in the US. In fact, bond yields had been rising in the weeks leading up to the election to factor in this possible outcome. In this month's [investment perspectives](#), we explain why in our view, Trump 2.0 may not end up as inflationary / pro-growth as the market believes.

On a central bank front, the US Federal Reserve cut its benchmark rate by a further 25 basis points this month. Chairman Jerome Powell subsequently tempered market enthusiasm by indicating 'the economy is not sending any signals that we need to be in a hurry to lower interest rates. It was a similar tone in the UK, with the Bank of England implying a slower interest rate cut cycle after it lowered its benchmark rate by a further 25 basis points. The bank revised its inflation forecasts upwards to reflect the expected impact of the recently announced UK federal budget.

Reporting season for third quarter earnings concluded this month. According to Citi, 49% of US REITs beat market expectations. A standout was American Healthcare REIT (US Healthcare), which reported earnings that beat market expectations by ~20%. It achieved year-on-year same-store net operating income growth of +22.6% and +61.8% respectively from its integrated senior health campus and senior housing assets.

Some interesting real estate related news released during the month included:

- Leg Immobilien (German Apartments) acquires remaining 63% stake in Brack Capital Properties (~9,100 German apartments with 90% regional overlap to LEG) for EUR45.00/share. Pricing represents a 7.5% gross rental yield (versus LEG portfolio of 4.9%) and EUR1,120/sqm (versus LEG portfolio of ~EUR1,600/sqm)
- Blackstone acquires ROIC (US strip retail) for \$17.50/share in an all-cash deal worth US\$4billion. This represents a 34% premium to ROIC's unaffected share price and implies a cap rate of 6.2%
- HMC Capital's data centre portfolio, Digico Infrastructure REIT will list on the ASX in December with a market capitalisation at listing of \$2.75bn and an enterprise valuation of \$4.2bn. Pricing represents a 26.1x pro-forma annualised adjusted EBITDA for 2025
- 60.1% of Californian voters in the US General Election voted against repealing the Costa-Hawkins Rental Housing Act (Prop 33), which limits the ability of local authorities to enact rent control
- According to data from Colliers, US industrial vacancy in 3Q24 increased by 19 basis points to 6.6%. New supply of 76 million square feet (lowest level since early 2021) was delivered during the quarter against net absorption of 39 million square feet

Top contributors to returns for the month came from positions in US Retail and US Data Centre. The top detractors for the month were from our positions in UK Storage.

Get in touch



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¹ The above data for the Strategy relates to the performance data for the Quay Global Real Estate Fund (Unhedged) ("the Fund"). The Fund was launched on 30 July 2014 by another trustee. Bennelong assumed responsibility as replacement trustee on 31 January 2016. Please contact the Bennelong Institutional team for performance history relating to this date.

² Benchmark is the FTSE/ EPRA NAREIT Developed Index Net TR AUD. Source: FTSE International Limited ("FTSE") © FTSE 2017. "FTSE®" is a trade mark of the London Stock Exchange Group companies and is used by FTSE International Limited under licence. "NAREIT®" is a trade mark of the National Association of Real Estate Investment Trusts and "EPRA®" is a trade mark of European Public Real Estate Association and all are used by FTSE under licence. All rights in the FTSE indices and / or FTSE ratings vest in FTSE and/or its licensors. Neither FTSE nor its licensors accept any liability for any errors or omissions in the FTSE indices and / or FTSE ratings or underlying data. No further distribution of FTSE Data is permitted without FTSE's express written consent. The index is designed to track the performance of listed real estate companies and REITS worldwide.

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