

# Property Syndicate No. 1

## Fund Fact Sheet – March 2009



Inception date	17 May 1997
Applications	Closed to applications
Withdrawals	On termination only
Income distributions	Quarterly

### About the Syndicate

The Australian Unity Property Syndicate No.1 is a direct property investment with three properties. The Syndicate is a fixed term investment scheduled to expire on 29 May 2011.

### What is the Syndicate's investment strategy?

The Syndicate acquired its three properties at commencement. The Syndicate's properties are managed to maximise rental income and some capital expenditure may be undertaken to enhance their value.

### Structure of the Australian Unity Property Syndicate No.1

Investor applications and borrowings are pooled together to purchase direct property assets. Cash is used to meet the Syndicate's day to day operating needs.

Rent from the Syndicate's properties and interest earned on cash holdings generate income for the Syndicate. This income is used to meet interest expenses on borrowings, management fees and ongoing Syndicate expenses. We may also retain some income as a provision for future expenses, capital expenditure or to reduce borrowings. Once these costs are met, the remaining income is distributed to investors.

The capital growth (or loss) on your investment is attributed to movements in the Syndicate's underlying assets and the level of borrowings the Syndicate has.

### Borrowings

The Syndicate borrows to finance existing assets and to maintain those assets.

Generally, interest costs relating to the borrowings will be met from the gross distributions of the Syndicate prior to the payment of the net distributions to investors.

The lender's rights to recover the total due under the loan, and then the rights of any creditors of the Syndicate, will rank ahead of all investors. Importantly the lender does not have any recourse to investors.

### Distributions

Distributions are currently met from net realised income and are paid quarterly.

It is not our intention to source distribution payments from sources other than net realised income, although we may do so if we consider it to be in the interests of our investors (for example if rental income is suddenly reduced unexpectedly) and where payment from that source is sustainable. We would notify investors if this occurred.

### Withdrawals

The Syndicate is a fixed term investment. Withdrawals are not provided for. Investors will receive proceeds of their investment after the termination date and the sale of the properties, unless investors decide to extend the Syndicate.

### Who are the people managing your investment

Australian Unity Property Limited is the investment manager. We are careful, sensible and successful property managers and our property team is one of the most experienced in the market.

We have a long track record in managing property in all the major sectors and understand the markets and environment they operate in.

These key people are responsible for managing the Syndicate:



**David Bryant**

Head of Australian Unity Investments

Mr Bryant is the Group Executive - Investments and Chief Investment Officer of Australian Unity Investments, which has more than A\$5.2bn in funds under management (as at 28 February 2009). Australian Unity Investments manages money on behalf of both institutional and retail investors in the areas of Australian and international equities, property, fixed interest and cash securities, and mortgages.

Mr Bryant joined Australian Unity Investments in 2004 and is a director of all of its major operating companies, their investment subsidiaries and is a member of their respective investment committees. He is responsible for the commercial development and profitability of the business, including investment and lending decisions, and all related support services such as business development, marketing, distribution, product development, compliance, administration and treasury.

Mr Bryant is a member of the Investment & Financial Services Association Investment Board Committee, and has over 25 years experience in investment and financial services with organisations such as Westpac, State Street Bank, Perpetual and Intech.



**Martin Hession**  
Head of Property  
Australian Unity Investments

Mr Hession joined Australian Unity in 2002 and has responsibility for Australian Unity Investments' property portfolio, valued in excess of \$1.1 billion (as at 28 February 2009). His experience in property includes portfolio management, commercial and land development, and real estate agency management over 30 years.

Prior to joining Australian Unity Investments, Mr Hession was General Manager - Property at AXA Australia. Earlier roles include Managing Director of LJ Hooker (Victoria); Managing Director of Baillieu Knight Frank (SA); and Chief Executive of Hillier Parker (Victoria).



**Chris Smith**  
Portfolio Manager – Healthcare &  
Industrial Property

Mr Smith joined Australian Unity Investments in 2001. He has responsibility for the performance and management of Australian Unity Investments' healthcare and industrial property portfolio.

Mr Smith has over 20 years experience in portfolio and property management, gained during his time in senior roles with Jones Lang LaSalle and Coles Myer. Chris recently completed a Post Graduate Certificate of Business Administration, through RMIT University.

## Portfolio details

The Syndicate has two industrial properties and an office property located in Melbourne Victoria.

Information about the individual properties is contained in the 'Direct property portfolio' table at the end of this document.

The details in the tables below are extracted from the Syndicate's latest financial statements for the half year ending 31 December 2008.

### Asset allocation as at 31 December 2008

Direct Property	97.49%
Cash & cash equivalents	2.51%
Total	100.00%

### Borrowing details as at 31 December 2008

Total Syndicate size (Gross Assets)	\$24.15m
Gearing ratio <sup>(1)</sup>	35.82%
Interest cover ratio <sup>(2)</sup>	2.81 times
% of borrowings hedged	100%
Borrowing facility limit	\$8.85m
Borrowing facility drawn amount	\$8.65m
Borrowing facility maturity	30 May 2011

<sup>(1)</sup> The gearing ratio is calculated as total interest bearing liabilities divided by total assets, and indicates the extent to which the Syndicate's assets are expected to be funded by external liabilities (borrowings). Generally, a higher gearing ratio means that a Syndicate is exposed to a higher level of risk.

<sup>(2)</sup> The interest cover ratio measures the ability of the Syndicate to service the interest on borrowings from net earnings. This calculation shows that the Syndicate generates income after fees which is 2.81 times the level of interest payments due. This means that the Syndicate can service interest payments despite reasonable changes to the interest rate and occupancy rate.

## Borrowing covenants

We are within the limits of our borrowing facilities and have no breaches of any financial covenants at the date of this document.

### Direct property occupancy and lease details as at 31 December 2008

Occupancy rate by area	100%*	
Weighted average lease expiry by income	3.5 years	
Major tenants and % of net passing rental income	Austereo Ltd	42.03%
	Australian Arrow*	36.78%
	DM & MT Nolan Pty Ltd	14.51%

\* Refer to the section 'Significant Changes since 31 December 2008' for changes that have occurred.

### Direct property lease expiry profile as at 31 December 2008



### Valuation of properties

Regular valuation of underlying property assets is an important aspect of managing the Syndicate in the best interests of all investors. The valuations are conducted by qualified independent valuers in accordance with industry standards.

We have a policy of generally obtaining independent valuations on our properties each year.

### Related party transactions

All transactions we enter into in relation to the Syndicate, including those with related parties, are conducted on commercial terms (i.e. on an arm's length basis).

Related party transactions are managed in accordance with our policy which requires an assessment and senior management approval to ensure the arm's length nature of each transaction. These transactions are then included on a register. The register is subject to external compliance audit review.

Entities within the Australian Unity Group provide property management, registry, accounting and tax services to the Syndicate for fees charged at a commercial rate.

For the six months to 31 December 2008 the Syndicate paid \$7,099.98 to Australian Unity Funds Management Limited for registry services.

### Contact us

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## Direct property portfolio as at 31 December 2008

Property	Independent valuation			Book value	Major tenant	Lease period
	Date	(\$m)	Cap rate %	(\$m)		
65 Lathams Road, Carrum Downs, Victoria	Mar 2008	7.00	8.00	\$7.00	Australian Arrow	12 yrs 6 mths to 2009
180 St Kilda Road, St Kilda, Victoria	Mar 2008	10.50	7.50	\$10.50	Austereo Ltd	12 yrs 9 mths to 2014
89-103 Boundary Rd, Nth Laverton, Victoria	Mar 2008	6.00	7.50	\$6.04	DM & MT Nolan Pty Ltd	Various

## Significant changes since 31 December 2008

Property	Independent valuation			Book value	Major tenant	Lease period
	Date	(\$m)	Cap rate %	(\$m)		
65 Lathams Road, Carrum Downs, Victoria	Mar 2008	7.00	8.00	\$7.00	Vacant	Not Applicable

Investors should note that the tenant at 65 Lathams Road, Carrum Downs, Victoria (Australian Arrow) vacated the premises at the expiry of its lease term on 28 February 2009.

The direct property occupancy and lease details as at 28 February 2009 are as follows:

Occupancy rate by area	50.97%	
Weighted average lease expiry by income	5.27 years	
Major tenants and % of net passing rental income	Austereo Ltd	66.48%
	DM & MT Nolan Pty Ltd	22.95%

## Important information

*This investment product is issued by Australian Unity Property Limited ABN 58 079 538 499, AFS Licence No. 234455 in its capacity as Responsible Entity. This information is intended only to provide a broad summary of this financial product. Investment decisions should not be made upon the basis of its past performance or distribution rate, since future returns will vary. The information provided here was current at the time of publication only, and we recommend that you access our website for further information.*