

9 April 2013

Henderson Global Investors launches Singapore biased global REITs Income Fund

SINGAPORE, 9 April 2013 – To help investors take advantage of global opportunities in the property sector and achieve stable dividends, Henderson Global Investors (Singapore) Limited (“Henderson”) has launched the Henderson Global Property Income Fund (the “Fund”). The Fund will predominantly comprise REITs¹ but will also include a diverse range of listed property securities from around the world.

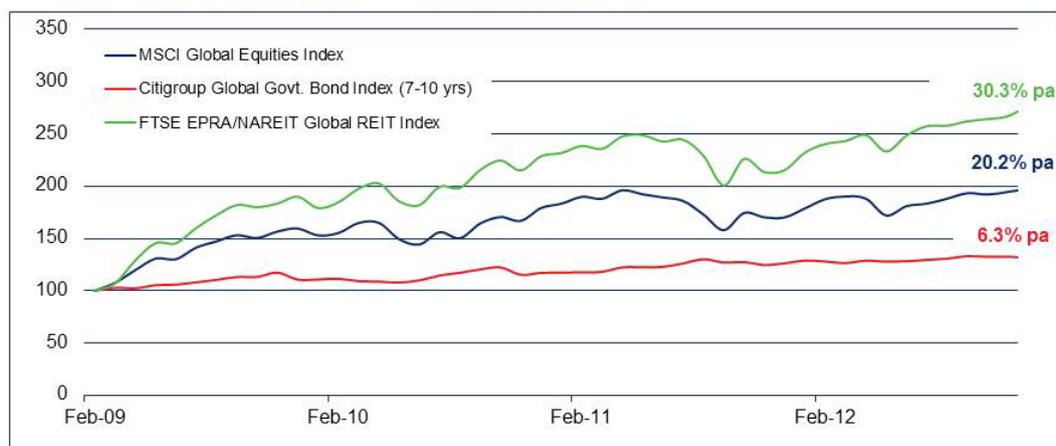
The Singapore authorised fund will be managed by veteran fund manager Patrick Sumner and his team who currently manage US\$2.3 billion in AUM² globally. The award-winning team has more than four decades of experience investing in property and has accumulated both regional and local fund management awards. The Fund will appeal to an increasing trend of investors who seek steady returns from dividends. At launch, the Fund is projected to offer investors a gross yield in excess of 5% per annum, paid quarterly³.

Alex Henderson, Managing Director in Asia, said, “*Henderson Global Investors has been central to the growth and education of the asset management industry in Singapore for the past 18 years and remains committed to the expanding wealth management business. With low interest rates and an uncertain economic environment, we believe it is timely to offer this fund to investors who want to include property securities into their portfolio. The Fund is designed to provide total returns and will attract investors who look to benefit from a relatively stable sector.*”

Singapore REITs to feature in new Fund

Over the past three years, REITs have significantly outperformed global equities and government bonds making it an opportune time to launch the fund (see chart below).

Cumulative total return indices 2009-2013



Source: DataStream, MSCI, S&P, Citigroup, Henderson Global Investors
Note: All data is to 28 February 2013, total return indices US\$, rebased to 100 on 28 February 2009. Annualised figures since February 2009 on right hand side.



Unlike other global property funds, the new Fund is unique with its strong focus in global REITs while incorporating the flexibility of allocating up to 25% of the portfolio in property securities. This allows the Fund to take full advantage of all opportunities in the property sector to deliver optimum dividends.

¹ Real Estate Investment Trust

² Assets Under Management

³ Dividend payout is not guaranteed but at manager's discretion

The new Fund will have a global mandate and will be diversified across the most attractive REITs markets including the US, Singapore, Europe, Australia, Japan and Hong Kong. The Fund will have a bias towards Singapore REITs with 25% weighting in the customised benchmark.

Overall, the combination of low interest rates in the property sector, reasonable valuation of REITs and consistent dividend payout provides a strong basis for investors' continued interest in the property sector.

Patrick Sumner, Head of Property Equities, said, *"REITs are popular as an alternative to direct investment as they offer diversification, liquidity and performance. With low interest rates likely to persist over the next 1-2 years in the property sector, we anticipate that the global REITs market will continue to grow due to its capital advantage. Furthermore, the prime nature of the assets, coupled with strong property market fundamentals, will also drive dividend growth to benefit investors."*

Fund management and portfolio construction

The Fund will be co-managed by Guy Barnard and Tim Gibson who together have more than 15 years of managing global property equities.

In order to generate a positive income yield for investors, the managers will adopt an active management approach through a combination of country allocation and bottom-up stock selection. The portfolio will consist of 50% income stocks, to generate yield and 50% growth stocks to generate total returns. Stock-picking is central to the team's consistent long-term performance and is achieved with managers based around the globe to identify the best investment opportunities. This allows investors access to emerging growth potential in the international and local property markets.

Two anchor distributors – AIA Singapore and GYC Financial Advisory

The Fund will be sold via two anchor distributors, AIA Singapore (AIA) and GYC Financial Advisory (GYC). By partnering with AIA, this fund distribution deal between Henderson and one of the leading insurance providers validates the strong existing partnership between the two companies.

Mr Tan Hak Leh, Chief Executive Officer of AIA Singapore said, "AIA Singapore is pleased to be the only life insurer partnering with Henderson Global Investors as we launch the AIA Global Property Returns Fund, our first global REITs ILP⁴ fund for retail investors."

"This new addition will extend the range of AIA Singapore's ILP fund offerings and provide our customers with more fund choices that can meet their financial needs. By investing in this fund via an ILP plan, customers can look forward to potential capital growth and stable income with an opportunity to diversify their portfolio while ensuring that their protection needs are met.

"Our collaboration and introduction of the fund is a reflection of AIA Singapore's continued pursuit to provide families in Singapore with real solutions to meet their financial and protection needs for the long-term."

GYC is a leading provider of financial services consultancy, making them an ideal partner for Henderson to distribute the Fund.

Mr Aw Choon Hui, Deputy Chief Executive Officer of GYC Financial Advisory said, "We are excited to be combining GYC's expertise with Henderson to offer this new Fund to our clients. REITs possess unique features that can be suitable for providing retirement income for an ageing demographic. Rather than having to pay out substantial sums to acquire a physical property, this Fund offers a relatively easy option for our clients to invest and derive income from a well-managed global portfolio of income-generating properties. This Fund will be offered to our clients as part of GYC's diversified payout portfolio to provide a regular income stream for their retirement and other financial needs."

⁴ Investment Linked Product

News release



Notes to the editor:

About the Henderson Global Property Income Fund

Fund details

Fund name	Henderson Global Property Income Fund
Fund manager	Henderson Global Investors (Singapore) Limited
Investment objective:	To provide investors with a regular, stable and progressive dividend as well as long term capital growth, by investing in real estate investment trusts ("REITs") globally, and up to 25% in listed property securities
Launch date:	2 April 2013
Fund's base currency:	SGD
Subscription mode:	Cash, SRS
Minimum investment:	SGD 1,000 (Initial); SGD 100 (Subsequent)
Initial sales charge:	Up to 5%
Management fee:	Currently 1.5% pa
Other fees:	Currently 0.05% pa (Annual trustee fee) Up to 0.1% pa of average daily net assets (Annual administration fee)
Dealing frequency	Daily

Profiles of the fund managers



Patrick Sumner, Head of Property Equities

Patrick is a Member of the Royal Institution of Chartered Surveyors and the Investment Property Forum. He was a founding Executive Board member of EPRA, the European Public Real Estate Association, where he was responsible for the establishment of the global index. Patrick has more than 20 years of experience in the European real estate markets, first with Hillier Parker and subsequently with Reinhold, Arcona and Chesterfield Properties. Patrick Sumner has an MA in Modern Languages from Oxford University and an MSc from the London Business School, where he is a Sloan Fellow.



Guy Barnard, Fund Manager, Property Equities

Guy joined Henderson Global Investors in 2006 as an analyst with the Property Equities team. He subsequently became a Fund Manager in 2008 and deputy head of Global Property Equities in 2012. He began his career within the Financial Control function at UBS where he spent a period of three years. Guy holds a First Class BSc (Hons) degree in Mathematics and Management from Loughborough University and is a CFA charter holder.



Tim Gibson, Fund Manager, Property Equities

Tim has 10 years of experience in the listed real estate sector. Before joining Henderson Global Investors in March 2011, Tim was the Europe fund manager at AMP Capital Brookfield and was responsible for portfolio construction and the execution of a \$1bn indirect real estate fund. Prior to this, Tim worked as an analyst for Morgan Stanley in their European Real Estate Investment Team, in London and Amsterdam. Tim holds a MA (Hons) in Economics from the University of St Andrews, Scotland.

About Henderson Global Investors

Henderson Global Investors, wholly-owned by Henderson Group plc, is an international investment company with a strong reputation going back to 1934. Henderson manages \$106.7 billion (as at 31 December 2012) in assets on behalf of clients in Europe, Asia-Pacific and North America and employs around 1,000 members of staff worldwide, of which 273 are investment professionals.

News release



Clients include individuals, private banks, third-party distributors, insurance companies, pension funds, government bodies and corporate entities. As a pure investment manager, Henderson offers investments across equity, fixed income and property as well as alternative products such as private equity and hedge funds.

For further information, please visit: www.henderson.com.sg

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Key investment risks to be considered before investing

- The Fund does not invest in real estate directly but primarily invests in real estate investment trusts (REITs) and listed securities issued by non-REITs property companies to provide investors with a regular, stable and progressive dividend, as well as long term capital growth.
- Investments in REITs involve risks associated with direct ownership of real estate including possible declines in the value of real estate; changes in economic conditions, property taxes and zoning laws; overbuilding and extended vacancies; damages from natural disasters and defaults by borrowers.
- The Fund may be particularly susceptible to economic, political, regulatory or other events or conditions affecting companies located in a single country or within a geographic region in which the Fund invests.
- The Fund uses Financial Derivatives Instruments ("FDI") which involve certain special risks in relation to market volatility, liquidity of the FDI and the credit of the counterparty, and the value of the FDI may not necessarily correlate perfectly with the underlying investments. While some strategies involving FDI can reduce the risk of loss, they can also reduce the opportunity for gain or even result in losses to the Fund.
- Investments in the Fund involve varying degree of investment risks (e.g. market, legal, financial, interest rate, liquidity, currency, etc). In extreme market conditions, you may lose your entire investment in the Fund.

Note: You should not make investment decisions based solely on marketing materials. You should read the Prospectus and Product Highlights Sheet of the Fund for more details of the investment risks and seek independent professional advice where appropriate. Intended quarterly dividend distribution by the Fund and its derived yield are not guaranteed and subject to change without any prior notice.

Important Information

The information contained in the document has not been reviewed or endorsed by the MAS. The document is prepared without consideration to the specific investment objective, financial situation and particular needs of any specific person. You should read the prospectus and Product Highlights Sheet of the Fund, available from the Manager's office or its distributors' offices, and consider the risks and suitability of the Fund for your own financial needs or seek independent advice from a financial adviser before deciding whether to invest in the Fund. Investments in the Fund are subject to investment risks, including the possible loss of the principal amount invested. Past performance of any fund, a security, an investment or manager and any forecast made are not necessarily indicative of the future or likely performance of the fund, the security, investment or manager. The value of the units and the income from the Fund may fall as well as rise. Investments in and the rate of return for the Fund are not obligations of, deposits in, guaranteed or insured by Henderson Global Investors or any of its affiliates or appointed distributors. The information is strictly for information purposes only and should not be construed as an offer or solicitation to deal in the Fund. No representation or warranty, express or implied, is made or given by or on behalf of Henderson Global Investors or its employees as to the accuracy, validity or completeness of the information or opinions contained in this document. Unless otherwise stated, the source of information is from Henderson Global Investors.

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