

## Norfolk Mortgage Trust Quarterly Fund Update

as at 31 March 2020

### What is the purpose of this update?

This document tells you how the Norfolk Mortgage Trust has performed and what fees were charged. The document will help you to compare the fund with other funds. Norfolk Mortgage Management Limited (Manager) prepared this update in accordance with the Financial Markets Conduct Act 2013. This information is not audited and may be updated.

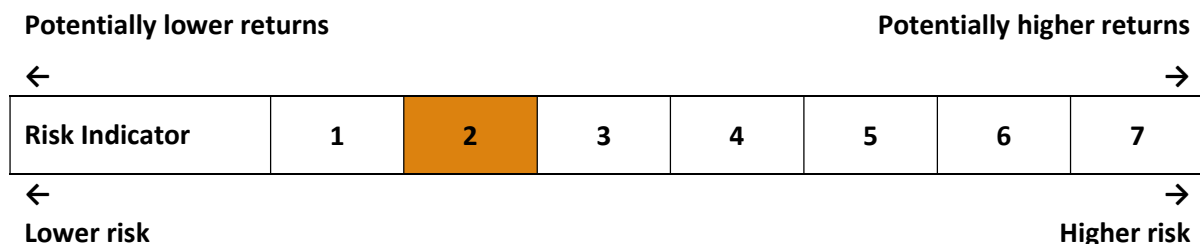
### Description of this fund

The Norfolk Mortgage Trust invests in a portfolio of loans secured by registered first and second mortgages over land and buildings in New Zealand and bank deposits. The Investment Objective is to provide investors with an income return at a level higher than bank deposits and competitive with similar investment products. The Manager's objective is to provide investors with a return which exceeds the (after fees) 6-month term deposit rate (published by the Reserve Bank of New Zealand on the last business day of each month of the 6 months of relevant distribution period) by 1.4% per annum after deduction of fees, and any taxes within the Trust and expenses.

|                                  |                  |
|----------------------------------|------------------|
| <b>Total value of the fund</b>   | \$25,648,794.45  |
| <b>The date the fund started</b> | 15 December 2006 |

### What are the risks of investing?

#### Risk Indicator for Norfolk Mortgage Trust



The risk indicator is rated from 1 (low) to 7 (high). The rating reflects how much the value of the fund's assets goes up and down. A higher risk generally means higher potential returns over time, but more ups and downs along the way.

To help you clarify your own attitude to risk you can seek financial advice or work out your risk profile at [www.sorted.org.nz/calculators/investment-planner](http://www.sorted.org.nz/calculators/investment-planner).

Note that even the lowest category does not mean a risk-free investment, and there are other risks that are not captured by this rating.

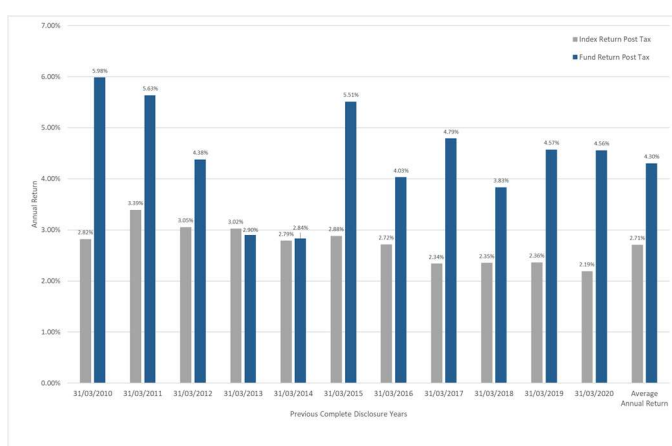
This risk indicator is not a guarantee of a fund’s future performance. The risk indicator is based on the annualised returns data for the 5-year period ending 31 March 2020. Whilst risk indicators are usually relatively stable, they do shift from time to time. The risk indicator will continue to be updated in future fund updates.

See the Product Disclosure Statement (PDS) for more information about the risks associated with investing in this fund.

### How has the fund performed?

|  | Average over past 5 years | Past year    |
|--|---------------------------|--------------|
| <b>Annual return</b><br>(after deductions for charges and tax)                   | <b>4.36%</b>              | <b>4.56%</b> |
| <b>Annual return</b><br>(after deductions for charges but before tax)            | <b>6.10%</b>              | <b>6.38%</b> |
| <b>Market index annual return</b><br>(reflects no deduction for charges and tax) | <b>3.33%</b>              | <b>3.05%</b> |

The Market Index Annual Return is based on the 6-month term deposit rate published by the Reserve Bank of New Zealand on the last business day of each month (see [www.rbnz.govt.nz/statistics/tables/b3/](http://www.rbnz.govt.nz/statistics/tables/b3/)). This rate is the advertised interest rate paid for a new 6-month term deposit of \$10,000.00. It is weighted by each of the surveyed registered bank’s share of household deposits from the aggregate registered bank statistical returns supplied to the Reserve Bank of New Zealand. More information on the Market Index is available on the offer register.



This shows the return after fund charges and tax for each year ending 31 March since the fund started. The last bar shows the average annual return for the last 10 years, up to 31 March 2020.

**Important:** This does not tell you how the fund will perform in the future.

Returns in this update are after tax at the highest prescribed investor rate (PIR) of tax for an individual New Zealand resident. Your tax may be lower.

## What fees are investors charged?

Investors in Norfolk Mortgage Trust are charged fund charges. In the year to 31 March 2020 these were:

|  | % of net asset value |
|--|----------------------|
| <b>Total fund charges</b><br>which are made up of:               | 2.78%                |
| <b>Total management and administration charges</b><br>including: | 2.78%                |
| <b>Manager's basic fee</b>                                       | 2.50%                |
| <b>Other management and administration charges</b>               | 0.24%                |
| <b>Total performance-based fees</b>                              | 0.04%                |
| <b>Other charges</b>   | Nil                  |

All charges are GST inclusive.

Investors may also be charged individual action fees for specific actions or decisions (for example, for withdrawing from or switching funds). See the PDS for more information about those fees.

### Example of how this applies to an investor

Small differences in fees and charges can have a big impact on your investment over the long term.

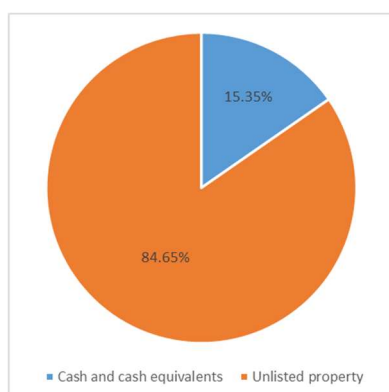
Alex had \$10,000 in the fund at the start of the year and did not make any further contributions. At the end of the year, Alex received a return after fund charges were deducted of \$456 (that is 4.56% of her initial \$10,000). Alex also paid \$0 in other charges. This gives Alex a total return after tax of \$456 for the year.

### What does the fund invest in?

This shows the type of assets that the fund invests in:

#### Actual Investment Mix

|                                  |        |
|----------------------------------|--------|
| <b>Cash and cash equivalents</b> | 15.35% |
| <b>Unlisted property</b>         | 84.65% |



#### Target Investment Mix

|                          |         |
|--------------------------|---------|
| <b>Unlisted property</b> | 100.00% |
|--------------------------|---------|



## Top 10 Investments

| Asset Name                                   | % of fund net assets | Type                      | Country     | Credit rating (if applicable) |
|--|----------------------|---------------------------|-------------|-------------------------------|
| ASB Bank Limited - cash and cash equivalents | 15.52%               | Cash and cash equivalents | New Zealand | AA-                           |
| Mortgage - Residential Auckland              | 7.62%                | Unlisted property         | New Zealand | N/A                           |
| Mortgage - Residential Auckland              | 6.73%                | Unlisted property         | New Zealand | N/A                           |
| Mortgage - Residential Auckland              | 5.54%                | Unlisted property         | New Zealand | N/A                           |
| Mortgage - Commercial Queenstown             | 5.42%                | Unlisted property         | New Zealand | N/A                           |
| Mortgage - Residential Auckland              | 4.29%                | Unlisted property         | New Zealand | N/A                           |
| Mortgage- Residential Wellington             | 3.33%                | Unlisted property         | New Zealand | N/A                           |
| Mortgage - Commercial Waikato                | 3.20%                | Unlisted property         | New Zealand | N/A                           |
| Mortgage - Commercial Auckland               | 2.64%                | Unlisted property         | New Zealand | N/A                           |
| Mortgage - Residential Hawke's Bay           | 2.57%                | Unlisted property         | New Zealand | N/A                           |

The total value of the top 10 assets makes up 56.86% of the fund.

## Key personnel

| Name                 | Current Position | Time in current position | Previous or other current position                          | Time in previous or other current position |
|----------------------|------------------|--------------------------|---|--|
| Jack Porus           | Chairman         | 3 years, 9 months        | Chairman, Norfolk Financial Management Ltd                  | 9 years, 10 months                         |
| Stuart Smith         | Director         | 3 years, 9 months        | Director, Norfolk Financial Management Ltd                  | 9 years, 10 months                         |
| Don Howden           | Director         | 1 year, 11 months        | Director, Professional Mortgage Investment Managers Limited | 12 years, 4 months                         |
| Myles Prestidge      | Director         | 1 year, 1 month          | Director, Professional Mortgage Investment Managers Limited | 12 years, 4 months                         |
| Amy-Louise Cavanaugh | Director         | 2 months                 | General Manager Operations Pinnacle Life                    | 1 year, 9 months                           |

## Further information

You can also obtain this information, the PDS for the Norfolk Mortgage Trust and some additional information from the offer register at [www.business.govt.nz/disclose](http://www.business.govt.nz/disclose)

## Notes

Returns calculated for the fund in this update are on the basis that all distributions are reinvested in the fund. Current investors receive distributions on a monthly basis with some investors reinvesting their distributions.