

FUND UPDATE

FOR THE QUARTER ENDED 31 DECEMBER 2017

NORFOLK MORTGAGE TRUST

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.

Total value of the fund 31 December 2017	\$9,021,775.27
The date the fund started	15 December 2006

What are the risks of investing?

Risk Indicator for the Norfolk Mortgage Trust

Risk indicator	← Potentially lower returns			Potentially higher returns →			
	1	2	3	4	5	6	7
	← Lower risk						Higher risk →

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.**

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 December 2017. 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.

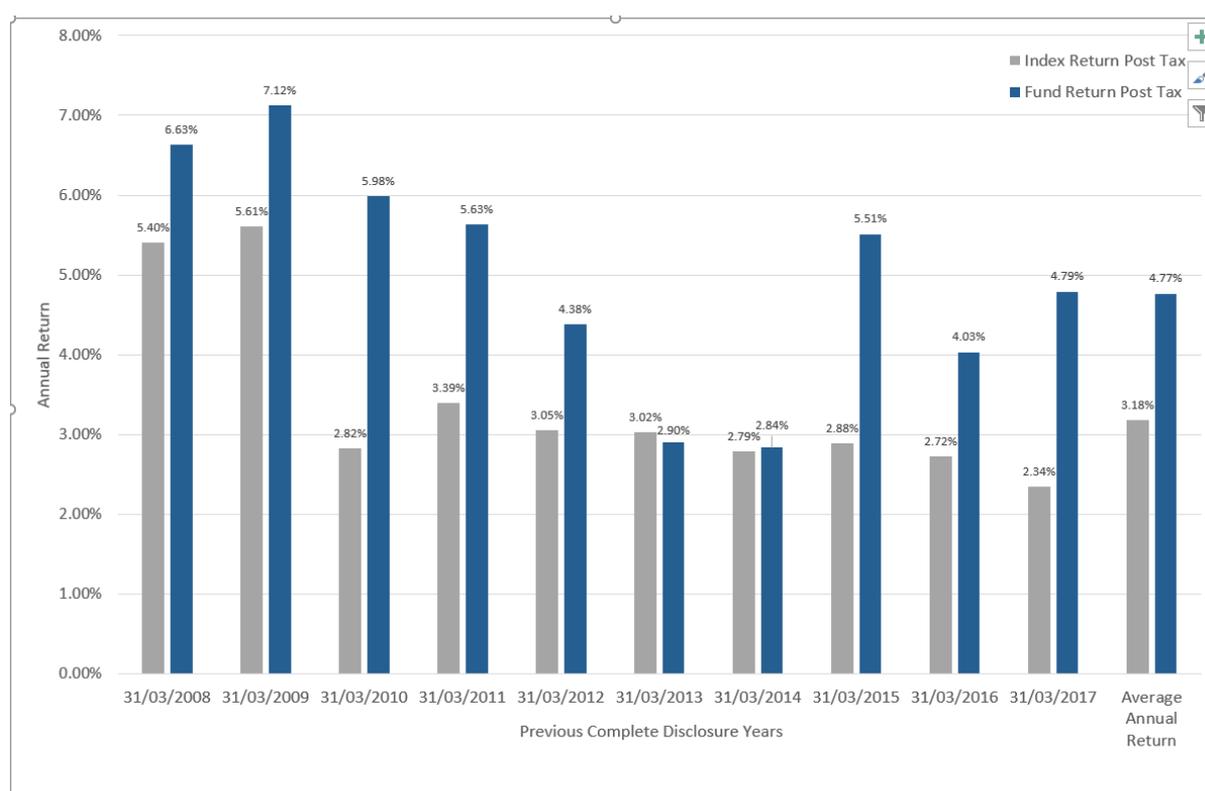
See the Product Disclosure Statement (PDS) for more information about the risks associated with investing in this fund.

How has the fund performed?

	Average over past 5 years	Past year
Annual return (after deductions for charges and tax)	3.94%	4.43%
Annual return (after deductions for charges but before tax)	5.51%	6.20%
Market index annual return (reflects no deduction for charges and tax)	3.70%	3.33%

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/). 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.

Annual return graph



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 December 2017.

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 2017 these were:

	% of net asset value
Total fund charges	
Which are made up of:	2.36%
Total management and administration charges including:	2.36%
Manager's basic fee	2.36%
Other management and administration charges	Nil
Total performance based fees	Nil
Other charges	Nil

From 1 July 2016 management charges increased to 2.5%. As a result, the fees for the next scheme year will increase from those shown above.

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.

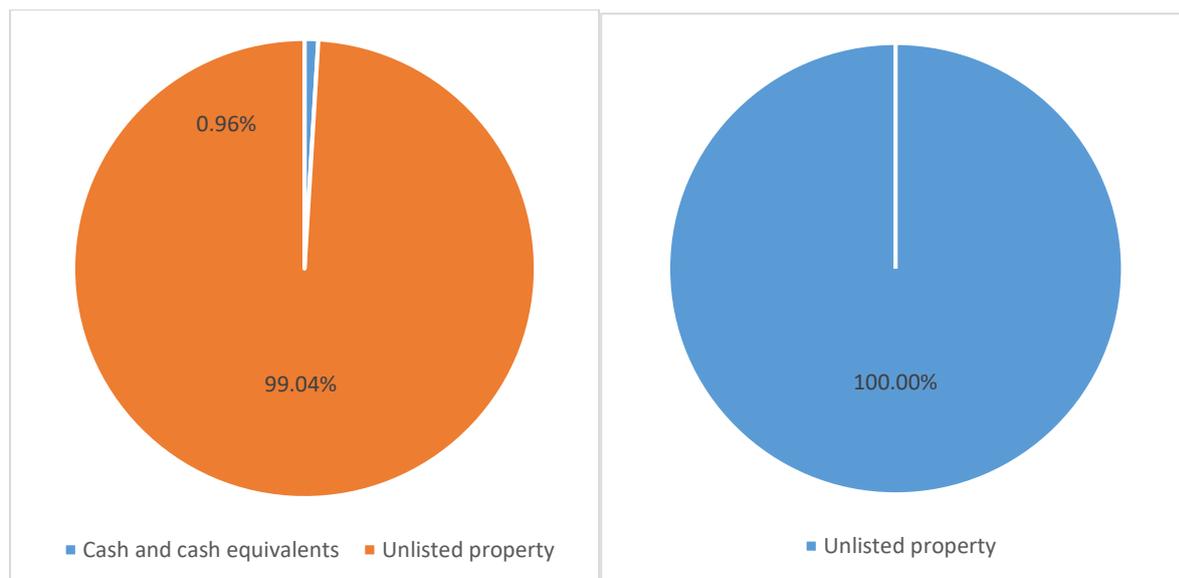
Example of how this applies to an investor

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

John 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, John received a return after fund charges were deducted of \$443 (that is 4.43% of his initial \$10,000). John also paid \$0 in other charges. This gives John a total return after tax of \$443 for the year.

What does the fund invest in?

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



Top 10 Investments

Asset Name	% of fund net assets	Type	Country	Credit rating (if applicable)
10790741.3 Henwood Rd, Taranaki	9.98	Unlisted property	New Zealand	N/A
10880392.4 Kohimarama Rd, Auckland	9.87	Unlisted property	New Zealand	N/A
10823108.5 Townsend Rd, Wellington	7.54	Unlisted property	New Zealand	N/A
10836717.6 Dryden Pl, Marua Rd, Greenmount Dr, Auckland	7.54	Unlisted property	New Zealand	N/A
10662513.2 Muriwai Valley Rd, Auckland	6.87	Unlisted property	New Zealand	N/A
10838087.6 Buick St, Wellington	6.72	Unlisted property	New Zealand	N/A
10721635.2 West Thompson St, Cambridge	5.32	Unlisted property	New Zealand	N/A
10451819.1 Bristol Rd, Auckland	4.99	Unlisted property	New Zealand	N/A
10066903.2 Pharazyn Street, Wellington	4.81	Unlisted property	New Zealand	N/A
10294928.2 Bartells Drive, Auckland	4.43	Unlisted property	New Zealand	N/A

The total value of the top 10 assets makes up 68.07% 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	1 year, 6 months	Chairman, Norfolk Financial Management Ltd	9 years, 10 months
Stuart Smith	Executive Director	1 year, 6 months	Director, Norfolk Financial Management Ltd	9 years, 10 months
Craig Urquhart	Executive Director	1 year, 6 months	Managing Director, MBG Ltd	5 years, 2 months
Alastair Flett	Finance Director	1 year, 6 months	Chairman, Professional Mortgage Investment Managers Limited	12 years

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

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 that are not reinvested.