



# INTERNATIONAL REAL ESTATE SECURITIES

## FACT SHEET & COMMENTARY



**DUFF & PHELPS**  
INVESTMENT MANAGEMENT CO.

Quarter Ending June 30, 2022

### INVESTMENT PHILOSOPHY

We believe our rigorous fundamentally driven investment process will produce superior performance over time.

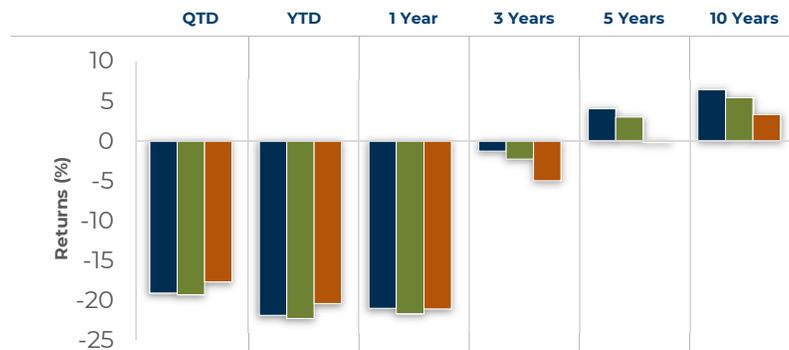
We focus on high quality owner/operators of real estate because our research shows they have offered durable cash flows and attractive risk-adjusted returns.

The value of listed real estate securities is a compilation of not only the underlying asset values but also the value of management's ability to capitalize on opportunities.

We believe successful real estate investing requires active management and patience to take advantage of multi-year value creation opportunities.

Capping AUM at 1% of the investment universe preserves our trading flexibility, liquidity, and potential for repeatable results.

### PERFORMANCE <sup>1</sup>



|  | QTD    | YTD    | 1 Year | 3 Years | 5 Years | 10 Years |
|--|--------|--------|--------|---------|---------|----------|
| Composite Gross Return                   | -19.1% | -21.9% | -21.0% | -1.3%   | 4.0%    | 6.4%     |
| Composite Net Return                     | -19.3% | -22.3% | -21.7% | -2.3%   | 3.0%    | 5.4%     |
| FTSE EPRA Nareit Dev ex U.S. Index (Net) | -17.7% | -20.4% | -21.1% | -5.0%   | -0.2%   | 3.3%     |

### PORTFOLIO STRATEGY

|                       |   |
|-----------------------|---|
| Holdings              | 30-50 securities                                    |
| Single Security Limit | Greater of 5% of the portfolio or 5% over benchmark |
| Cash                  | Typically fully invested                            |
| Benchmark             | FTSE EPRA Nareit Developed ex U.S. Index (net)      |

### PORTFOLIO CHARACTERISTICS

|                                 | Portfolio <sup>2</sup> | Benchmark |
|---------------------------------|------------------------|-----------|
| Multiple (P/E), 2022 est.       | 18.1x                  | 17.5x     |
| Earnings Growth Rate, 2022 est. | 10.1%                  | 6.5%      |
| Dividend Yield                  | 4.6%                   | 4.8%      |
| Dividend Growth, 5-year est.    | 6.6%                   | 4.2%      |
| Median Market Cap (bn)          | \$4.4                  | \$1.8     |

Sources: Bloomberg Finance LP, FTSE, Duff & Phelps.

### TOP TEN HOLDINGS<sup>3</sup>

|                               | Portfolio(%) <sup>2</sup> |
|-------------------------------|---------------------------|
| Mitsubishi Estate Co Ltd.     | 7.1                       |
| Vonovia Se                    | 5.5                       |
| Swire Properties Ltd.         | 5.4                       |
| Scentre Group                 | 4.9                       |
| Link Reit                     | 3.9                       |
| Hang Lung Properties Ltd.     | 3.8                       |
| Merlin Properties Socimi Sa   | 3.8                       |
| Nippon Prologis Reit Inc.     | 3.6                       |
| Klepierre                     | 3.3                       |
| Mitsui Fudosan Logistics Park | 3.2                       |

### RISK/RETURN (10 YEAR)

|                    | Composite | Benchmark |
|--------------------|-----------|-----------|
| Alpha              | 3.2%      | -         |
| Total Return Beta  | 1.0       | 1.0       |
| Sharpe Ratio       | 0.4       | 0.2       |
| Standard Deviation | 14.8%     | 14.9%     |
| Information Ratio  | 0.8       | -         |
| Tracking Error     | 3.7       | -         |

Source: eVestment

### CONTACT INFORMATION

#### Susan Ford

Institutional Business Development  
312-917-6538 | susan.ford@dpimc.com

#### John Creswell

Executive Managing Director  
312-917-6536 | john.creswell@dpimc.com

<sup>1</sup> Composite Inception Date: 10/31/2007. Time periods over one year are annualized. Please see the GIPS Composite Report on the final page for more information.

<sup>2</sup> Portfolio information is based on a representative institutional account excluding cash. Holdings are subject to change.

<sup>3</sup> It should not be assumed that securities identified were or will be profitable. The top ten holdings list represents the largest percentage holdings at quarter end of a representative institutional account excluding cash and does not represent all of the securities held in client portfolios. The securities identified may no longer be held in client portfolios and the holdings of any particular client portfolio may vary. The list is provided for illustrative purposes and should not be considered a recommendation to purchase or sell a particular security. A complete list of holdings and transactions for the previous twelve months is available upon request.



# INTERNATIONAL REAL ESTATE SECURITIES

## FACT SHEET & COMMENTARY



DUFF & PHELPS  
INVESTMENT MANAGEMENT CO.

Quarter Ending June 30, 2022

### TOP TEN COUNTRY WEIGHTS VS. BENCHMARK(%)



### MARKET REVIEW

Recession fears gripped the markets in the second quarter as global listed real estate securities declined significantly. All Global Industry Classification Standard (“GICS”) sectors in the S&P 500 and bonds declined, with the markets selling everything as concerns grew that central bank tightening to fight inflation will send the economy into another recession.

At a high level, it is important to note that global central banks remain in catch-up mode with respect to inflation and recent moves in the bond market. The U.S. Federal Reserve (“the Fed”) is leading the way with an increase of 50 basis points (bps) in May followed by a 75-bps increase in June, the largest rate hike since 1994. This has caused the U.S. dollar to strengthen against all six currencies in the DXY index. Looking forward, market expectations are that the Fed will raise by another 150-170 bps by year end.

High energy prices continue to weigh on consumers and businesses globally, but especially in Europe as the Russia/Ukraine war rages on. Given the sharp decline in equity prices during the quarter, it seems clear that the markets do not have much confidence in central banks' ability to tame inflation while averting a recession.

We have seen challenges in the debt markets with recent rises in interest rates. While the real estate investment trust (“REIT”) market is well capitalized, it does take any highly levered buyers out of the market for transactions and M&A activity. This could cause an increase in cap rates, which would lead to a decline in values, but we believe the potential impact, given robust property fundamentals, is less than what the market is saying via price action.

While REITs held up well during the first quarter, stress from the capital markets and recession fears were too much, and REITs are now roughly in line with general equities.

### PORTFOLIO REVIEW

The Duff & Phelps International Real Estate Securities strategy underperformed the benchmark during the second quarter as a result of country allocation, sector allocation, and stock selection. Broadly speaking, defensive value outperformed, which goes against our preference for high-quality growth. This is unusual because growth typically outperforms value when growth becomes scarce, and that is not happening in the current market environment.

A number of companies reported strong earnings and outlooks above consensus expectations on the back of real-time pricing power, including most self-storage and industrial companies. However, these sectors lagged the index during the quarter. But therein lies the opportunity, as market prices have disconnected from operating fundamentals.



# INTERNATIONAL REAL ESTATE SECURITIES

## FACT SHEET & COMMENTARY



**DUFF & PHELPS**  
INVESTMENT MANAGEMENT CO.

Quarter Ending June 30, 2022

### PORTFOLIO REVIEW CONT.

From a country allocation perspective, our overweight to India and our underweight to Sweden were our top contributors to relative performance, while our underweights to Singapore and Hong Kong detracted the most.

On a total attribution sector basis, office was the biggest detractor due to stock selection, as more defensive names outperformed our exposure to higher quality growth. Lodging/Resorts outperformed by benefitting from a resumption of travel amid loosening COVID-19 restrictions in the Asia-Pacific region.

The residential sector added to performance from a stock selection perspective, but that was partially countered by negative allocation effect. Rental housing is seeing robust fundamentals today due to strong demand from job growth, which leads to household formation, and increases in prices and interest rates that make it more difficult to afford owner-occupied housing. However, this was offset by the industrial/office mixed sector detracting, as Swedish names underperformed over fears of rising interest rates.

### INVESTMENT OUTLOOK

We are seeing, and expect to continue to see, strong cash flow and dividend growth from global listed real estate securities. Property fundamentals are strong, supported by cyclical recovery following the COVID-19 pandemic.

The concern, as witnessed in recent price action, is that the withdrawal of fiscal and monetary stimulus in the face of high inflation will cause a negative economic shock. However, REITs have historically been proven to provide good total returns during periods of rising rates and rising inflation. The ability to raise rents, along with the increase in replacement costs for real estate, make a strong case for REITs to outperform in the current economic environment.

From a sector perspective, secular growth drivers should continue to benefit logistics, self-storage, and residential assets. In addition, certain cyclical sectors like lodging are poised to benefit from our emergence from the global pandemic.

We expect REITs to continue to exhibit strong growth, given strong property fundamentals, but recent price action suggests the market is expecting something far worse in terms of an economic slowdown. We believe this presents an opportunity for long-term, active managers to capitalize on this disconnect between property fundamentals and stock prices. We believe the Duff & Phelps International Real Estate Strategy is well suited to capitalize on these opportunities due to our focus on high-quality owner-operators of enduring commercial real estate.

As always, thank you for your continued support of our team and investment strategy.



**GEOFFREY DYBAS, CFA**  
Senior Portfolio Manager  
and Head of Real Estate



**FRANK HAGGERTY, CFA**  
Senior Portfolio Manager



# INTERNATIONAL REAL ESTATE SECURITIES

## FACT SHEET & COMMENTARY



DUFF & PHELPS  
INVESTMENT MANAGEMENT CO.

Quarter Ending June 30, 2022

---

### **PAST PERFORMANCE IS NOT INDICATIVE OF FUTURE RESULTS.**

*Returns are calculated in U.S. dollars and include the reinvestment of dividends and other earnings. Indices are not available for direct investment and index returns do not reflect the deduction of any fees. This material has been prepared using sources of information generally believed to be reliable; however, its accuracy is not guaranteed. Opinions represented are subject to change and should not be considered investment advice or an offer of securities. Forward-looking statements are necessarily speculative in nature. It can be expected that some or all of the assumptions or beliefs underlying the forward-looking statements will not materialize or will vary significantly from actual results or outcomes.*

---

*The securities identified were selected from all of the holdings of a representative institutional account for the period based on relative contribution to the account's return versus the Benchmark. An average holding weight was computed based on daily ending market values. The securities identified do not represent all of the securities purchased, sold or recommended for advisory clients and the securities identified may no longer be held in client accounts. The methodology used to calculate the contribution to return or a list showing every holding's contribution to the account's return for the period is available upon request. Results exclude the effect of trading costs, fees and intraday trading prices.*

---

*The Benchmark is the FTSE EPRA Nareit Developed ex U.S. Index (net) is a free-float market capitalization index measuring developed market international real estate securities engaged in the ownership, trading and development of income-producing real estate that meet minimum size, liquidity and revenue criteria.*

---

*The ICE U.S. Dollar Index (DXY) measures the value of the U.S. dollar against a weighted basket of currencies used by U.S. trading partners.*

---

**Duff & Phelps Investment Management Co. and VP Distributors, LLC are indirect subsidiaries of Virtus Investment Partners, Inc.**



# INTERNATIONAL REAL ESTATE SECURITIES

## FACT SHEET & COMMENTARY



**DUFF & PHELPS**  
INVESTMENT MANAGEMENT CO.

### GIPS COMPOSITE REPORT

| Year-end (12/31) | Annual Composite Return (%) |       | Annual Benchmark Return (%) | 3-Year Annualized Standard Deviation (%) |           | Number of Accounts | Asset-weighted Dispersion (%) | Composite Assets (US \$M) | Firm Total Assets (US \$B) |
|------------------|-----------------------------|-------|-----------------------------|--|-----------|--------------------|-------------------------------|---------------------------|----------------------------|
|                  | Gross                       | Net   |                             | Composite                                | Benchmark |                    |                               |                           |                            |
| 2021             | 10.23                       | 9.13  | 8.15                        | 18.77                                    | 19.21     | ≤5                 | n.a.                          | 36.2                      | 12.2                       |
| 2020             | 0.80                        | -0.18 | -7.13                       | 18.48                                    | 19.28     | ≤5                 | n.a.                          | 29.2                      | 10.6                       |
| 2019             | 30.03                       | 28.74 | 20.96                       | 9.59                                     | 9.83      | ≤5                 | n.a.                          | 56.1                      | 11.2                       |
| 2018             | -4.66                       | -5.61 | -6.41                       | 11.11                                    | 10.92     | ≤5                 | n.a.                          | 40.2                      | 9.0                        |
| 2017             | 23.33                       | 22.10 | 20.03                       | 11.84                                    | 11.23     | ≤5                 | n.a.                          | 26.6                      | 10.2                       |
| 2016             | 1.74                        | 0.85  | 1.30                        | 12.62                                    | 12.10     | ≤5                 | n.a.                          | 30.1                      | 10.3                       |
| 2015             | 1.19                        | 0.33  | -3.76                       | 12.40                                    | 12.66     | ≤5                 | n.a.                          | 40.2                      | 9.2                        |
| 2014             | 12.60                       | 11.65 | 2.84                        | 12.86                                    | 14.48     | ≤5                 | n.a.                          | 40.2                      | 10.8                       |
| 2013             | 2.99                        | 2.07  | 5.79                        | 16.67                                    | 18.15     | ≤5                 | n.a.                          | 41.0                      | 9.2                        |
| 2012             | 35.95                       | 34.76 | 38.01                       | 19.45                                    | 20.18     | ≤5                 | n.a.                          | 40.6                      | 8.9                        |

Duff & Phelps Investment Management Co. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Duff & Phelps Investment Management Co. has been independently verified for the periods January 1, 1993 through December 31, 2020. The verification reports are available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

**1. Organization** – Duff & Phelps Investment Management Co. (“Duff & Phelps” or the “firm”) is a registered investment adviser and a wholly owned subsidiary of Virtus Investment Partners. Duff & Phelps manages assets on behalf of institutional and retail separate accounts and open-end and closed-end funds. Registration of an investment adviser does not imply any level of skill or training.

**2. Composite Description** – The International Real Estate Securities Composite includes all fully discretionary accounts that focus their investments in international real estate equity securities. Material risks, in addition to international market risk or potential strategy underperformance, include sector concentration risks and risk factors specific to international real estate securities. The inception date of the Composite is October 31, 2007 and the Composite was created on January 1, 2008. The Composite contains 5 or fewer portfolios.

From September 1, 2014 to June 30, 2016, Composite policy required the creation of a temporary account for a single client initiated inflow or outflow of cash or securities expected to exceed 10% at the time of notification of beginning period assets (a “significant cash flow”). Effective July 1, 2016, Composite policy does not, and prior to September 1, 2014 did not, include the use of temporary accounts or define significant cash flows.

**3. Benchmark** – The Composite Benchmark is the FTSE EPRA Nareit Developed ex U.S. Index (net), a free-float market capitalization index measuring developed market international real estate securities engaged in the ownership, trading and development of income-producing real estate, which meet minimum size, liquidity and revenue criteria. Prior to September 1, 2017, the Benchmark was the FTSE EPRA Nareit Developed Rental Index (net), a subset of the new Benchmark. The former Benchmark focused on companies classified as Rental and excluded companies classified as Non-Rental. The change in Benchmark was made given the widespread use of the new Benchmark in the marketplace. There has been no change in the Composite strategy, which continues to focus primarily on rental companies. The withholding tax rates used in the calculation of the Benchmark are those applied to dividends received by a Luxembourg based UCIT fund; the withholding tax rates used in the calculation of the Composite are those applied to dividends received by account domicile.

**4. Calculations** – Returns are total, time-weighted rates of return expressed in U.S. dollars and include accrued income. The Composite and Benchmark results reflect the reinvestment of dividends and other earnings. Composite dispersion is not presented for periods with 5 or fewer portfolios. The 3-year annualized ex-post standard deviation measures the variability of gross Composite returns and the Benchmark returns over the preceding 36-month time period.

**5. Performance and Fee Information** – Investment performance returns are presented on both a gross of fee and net of fee basis. Gross composite returns are calculated net of trading costs, but do not reflect any deduction for investment advisory fees, custodial charges or other costs that a client might incur in connection with the management of an account. The firm's fee schedule for management of institutional separate International Real Estate Securities accounts is: 0.80% on assets up to \$25 million, 0.75% on the next \$25 million, and 0.65% on amounts in excess of \$50 million. Returns realized by clients will be reduced by these costs. Actual investment advisory fees incurred by clients may vary. Initial minimum account size for institutional accounts is \$25 million. Effective October 1, 2016, net composite returns are calculated by subtracting actual separate account investment management fee rates from gross account returns based on month-end assets. Previously, net composite returns were calculated by subtracting the highest separate account investment management fee in effect for the period. Index returns do not reflect the deduction of any fees.

**6. Additional Information** – A list of all composite and pooled fund investment strategies offered by the firm, with a description of each strategy, is available upon request. The type of portfolios in which each strategy is available (segregated account, limited distribution pooled fund, or broad distribution pooled fund) is indicated in the description of each strategy. Duff & Phelps's policies for valuing investments, calculating performance and preparing GIPS reports are available upon request.

Benchmark Data Source: FTSE International Limited (“FTSE”) © FTSE 2022. FTSE® is a trade mark of the London Stock Exchange Group companies and is used by FTSE International Limited under license. Nareit® is a trade mark of the National Association of Real Estate Investment Trusts (“Nareit”) and EPRA® is a trade mark of the European Public Real Estate Association (“EPRA”). All intellectual property rights in the FTSE indices vest in FTSE, Nareit and EPRA. Neither FTSE nor its licensors accept any liability for any errors or omissions in the FTSE indices or underlying data. No further distribution of FTSE Data is permitted without FTSE's express written consent.

All indices, trademarks and copyrights are the property of their respective owners.