

## A volatile first quarter

Equity investors experienced the worst quarterly plunge since the financial crisis in the first quarter due to the COVID 19 outbreak. Unprecedented measures have been taken to protect the world, with the US Federal Reserve and its global counterparts making sweeping emergency rate cuts and providing money to help combat the coronavirus pandemic. Policymakers have pre-emptively announced fiscal stimulus of around five percent of global GDP and unlimited monetary easing. The real estate sector was initially hit hard, especially due to the shutdown of shopping malls and the hospitality business amongst others, but also due to the fact that it is a capital-intensive sector. In March many companies released statements describing how the coronavirus is affecting the operational side of their business and tenants, resulting in altered 2020 operational guidance and dividends being cancelled, cut or delayed. At the end of the quarter, the sector rebounded and the best performers were those in the defensive real estate segments. Companies within segments driven by secular trends or those with strong balance sheets also came out as relative winners.

### An active quarter

We repositioned the portfolio in the quarter to mitigate the risk of absolute loss and emphasise our strategy of defensive growth. We exited or trimmed all positions in more risk exposed subsegments or which have balance sheets that are too stretched for this uncertain time. We sold out

of positions in segments like shopping mall operators and hotels, including Phoenix Mills and SM Prime, as well as hotel operator Melia and Immofinanz which has exposure to shopping malls. Brookdale Senior Living was exited due to the risk of COVID 19 outbreaks in care homes and Colony Capital was sold out due to its overall risk profile. Stendörren was sold out as we brought Adapteo into the portfolio, but also due to higher balance sheet risk. Finally, we sold out of Columbia Property Trust and decreased our position in SL Green to reduce our overall office exposure in the US.

The fund entered four new positions in the quarter, the first of which is the UK health care operator and developer Assura, which mainly holds GP surgery, primary care and community healthcare buildings. The company has a defensive and Brexit-resilient risk profile with long and stable leasing contracts in combination with strong financials. The second new position is the US office operator Equity Commonwealth that has five assets and substantial cash on the balance sheet. The company has an active investment strategy and is focused on distressed opportunities, portfolio repositionings and other complex situations. This position can be looked upon as a cash position with an option. Balance sheets have been easy to ignore in recent years, but they will likely serve as sizable return differentiators going forward. Finally, we initiated a small position in the Asian logistics platform ESR and also bought into Finnish modular housing operator Adapteo in the quarter.



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### Best and worst contributors

As expected, data centres and residential rental operators were the lighthouses in the storm. The top contributors in the quarter were the data centre companies Equinix and Keihanshin Building. The current crisis amplifies the need for the consumption of data traffic by people working from home. Residential rental operators also performed well with Kojamo and LEG Immobilien being the best contributors. Both companies have a strong recurring income profile. The US company Colony Capital was the largest detractor due to the uncertainty of transitioning its business model and the potential difficulty in selling the hospitality portfolio. Despite its strong balance sheet, the diversified operator Aroundtown faced some headwind due to its hospitality exposure. The New York based office operator SL Green also had a challenging period as the virus outbreak hit New York especially hard at the end of the quarter.

### Into uncharted territory

We are now moving into more uncertain times due to the current crisis. The year ahead will therefore also look different for the real estate sector. The potential long-term prospects are positive, given all the economic stimulus and the fact that both a continued low interest rate environment or an inflationary environment are both beneficial for real estate assets. In the short term, however, real estate will not be immune to challenges like declining cash earnings as funding costs climb and rental income falls amidst a deteriorating macroeconomic environment. Rising vacancies are likely to follow in some segments as unemployment climbs, while tougher capital market conditions may lead to higher yields being demanded to roll over funding. Asset values that have become more difficult to assess will be affected in many cases and even deteriorate, also due to the likelihood of less acquisition-driven earnings growth. As stated before, times like these provide opportunities as well as frustration. SKAGEN m2 closes the quarter with a strong cash position and continues to focus on companies that we consider to be resilient in trend-driven subsegments and with good cash flow generation and balance sheet structure. Regardless of the near-term path, longer term, urbanisation as well as demographic and digital shifts provide a helpful tailwind for global real estate. SKAGEN m2 is well positioned thanks to its investment philosophy and disciplined stock selection.

The fund gives access to a normally inaccessible global real estate market. The fund selects low-priced, high-quality real estate companies from around the world.

The objective is to provide the best possible risk adjusted return.

The fund is suitable for those with at least a five year investment horizon.

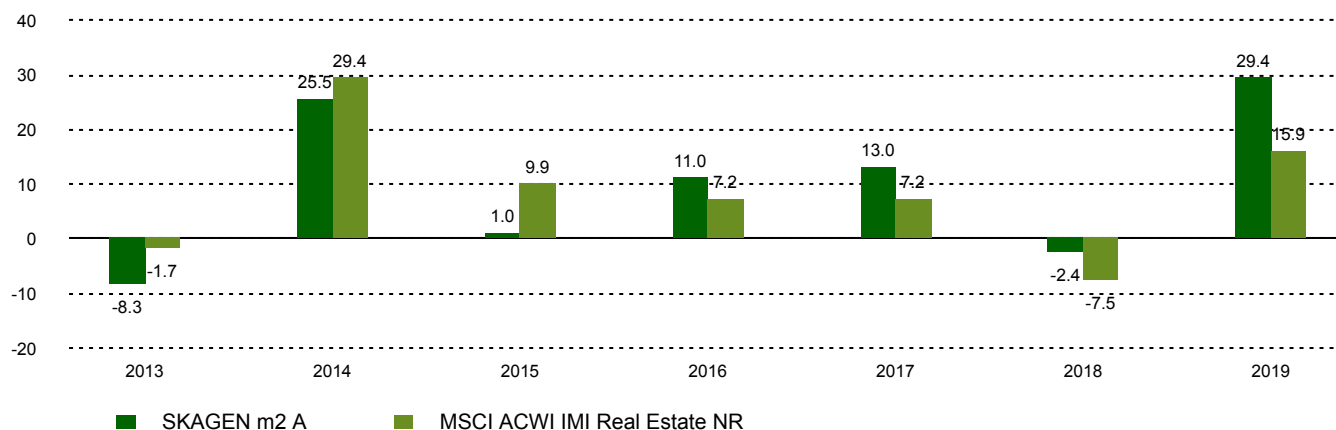
## Historical performance (net of fees)

| Period          | SKAGEN m2 A | Benchmark index |
|-----------------|-------------|-----------------|
| Last month      | -19.9%      | -19.6%          |
| Quarter to date | -25.2%      | -24.5%          |
| Year to date    | -25.2%      | -24.5%          |
| Last year       | -15.2%      | -25.5%          |
| Last 3 years    | 1.4%        | -5.5%           |
| Last 5 years    | 0.4%        | -2.8%           |
| Last 10 years   | n/a         | n/a             |
| Since start     | 4.7%        | 4.1%            |

## Fund Facts

|                            |                              |
|----------------------------|------------------------------|
| Type                       | Equity                       |
| Domicile                   | Norway                       |
| Launch date                | 31.10.2012                   |
| Morningstar category       | Property - Indirect Global   |
| ISIN                       | NO0010657356                 |
| NAV                        | 19.06 EUR                    |
| Fixed management fee       | 1.50%                        |
| Total expense ratio (2019) | 2.68%                        |
| Benchmark index            | MSCI ACWI IMI Real Estate NR |
| AUM (mill.)                | 159.54 EUR                   |
| Number of holdings         | 31                           |
| Portfolio manager          | Michael Gobitschek           |

## Performance last ten years



In the period from 11 July 2017 to 30 September 2019, the benchmark was the MSCI ACWI Real Estate IMI ex REITS

## Contributors in the quarter



### Largest contributors

| Holding             | Weight (%) | Contribution (%) |
|---------------------|------------|------------------|
| Equinix Inc         | 5.56       | 1.57             |
| Kojamo Oyj          | 4.19       | 1.06             |
| LEG Immobilien      | 3.64       | 0.52             |
| Keihanshin Building | 3.20       | 0.49             |
| Deutsche Wohnen SE  | 2.13       | 0.30             |



### Largest detractors

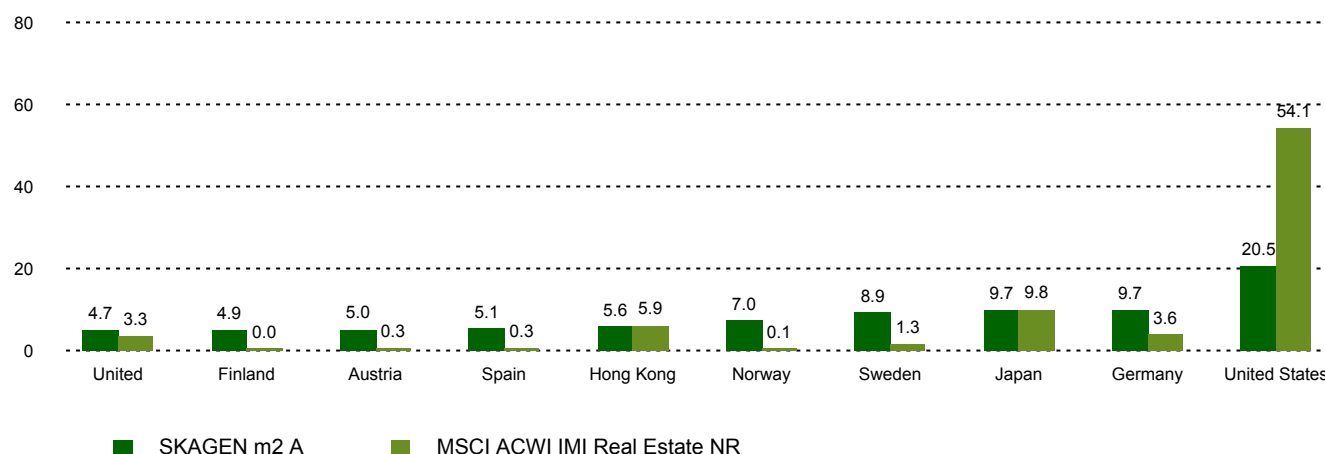
| Holding                 | Weight (%) | Contribution (%) |
|-------------------------|------------|------------------|
| Colony Capital          | 1.79       | -1.42            |
| Aroundtown SA           | 3.72       | -1.37            |
| SL Green Realty Corp    | 2.71       | -1.26            |
| Stendorren Fastigheter  | 2.32       | -1.09            |
| Brookdale Senior Living | 0.82       | -1.03            |

Absolute contribution based on NOK returns at fund level

## Top ten investments

| Holding                            | Sector      | Country       | %    |
|------------------------------------|-------------|---------------|------|
| EQUINIX INC                        | Real Estate | United States | 7.5  |
| Self Storage Group ASA             | Industrials | Norway        | 5.1  |
| CA Immobilien Anlagen AG           | Real Estate | Austria       | 5.0  |
| KOJAMO OYJ                         | Real Estate | Finland       | 4.9  |
| LEG Immobilien AG                  | Real Estate | Germany       | 4.3  |
| Mitsui Fudosan Co Ltd              | Real Estate | Japan         | 4.2  |
| Catena AB                          | Real Estate | Sweden        | 4.1  |
| Keihanshin Building Co Ltd         | Real Estate | Japan         | 3.9  |
| Healthcare Trust of America Inc    | Real Estate | United States | 3.8  |
| Shurgard Self Storage SA           | Real Estate | Belgium       | 3.4  |
| Combined weight of top 10 holdings |             |               | 46.0 |

## Country Exposure (top ten)



■ SKAGEN m2 A ■ MSCI ACWI IMI Real Estate NR

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## Important information

Unless otherwise stated, performance data relates to class A units and is net of fees. AUM data as of the end of the previous month. Historical returns are no guarantee for future returns. Future returns will depend, inter alia, on market developments, the fund manager's skills, the fund's risk profile and subscription and management fees. The return may become negative as a result of negative price developments. You can find more information including subscription/redemption forms, full prospectus, Key Investor Information Documents (KIID), General Commercial Terms, Annual Reports and Monthly Reports from our local websites or branch office. Statements reflect the portfolio managers' viewpoint at a given time, and this viewpoint may be changed without notice. This report should not be perceived as an offer or recommendation to buy or sell financial instruments. SKAGEN AS does not assume responsibility for direct or indirect loss or expenses incurred through use or understanding of this report. Employees of SKAGEN AS may be owners of securities issued by companies that are either referred to in this report or are part of a fund's portfolio.

