

Your guide
to how property-based
investments could boost
your retirement income.





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Growing your retirement savings starts here



Co-founder and Managing Director of Trilogy Funds, Philip Ryan, with former Australian cricketer and Trilogy Funds investor, Ian Healy.

A message from Trilogy Funds' Managing Director, Philip Ryan

Thank you for downloading this e-guide. We hope you find it useful.

Trilogy Funds is one of Australia's leading fund managers of income-focused investments. For over 24 years, seeking income and managing risk on behalf of our investors has remained at the heart of everything we do.

When we founded Trilogy Funds, my fellow co-founders Rodger Bacon and John Barry and I focused on developing products that aimed to deliver competitive income streams from asset classes we knew well and were experienced in.

We saw, and continue to see, the value and opportunity that Australian-based assets can provide.

I can understand how difficult it can be, even with today's wide range of investment options, to obtain a competitive rate of return. I've seen first-hand the difference receiving a return of 5-6% per annum, rather than 1-2%, can make to your lifestyle. I also know how important it is to be comfortable with the risk inherent in your investment.

Perhaps most importantly, I understand that as you get older, you become very aware that not everything you touch will turn to gold. In your 50s, 60s and beyond, investing isn't just about generating wealth, but preserving it and making it work as hard as you did to earn it.

At Trilogy Funds, we're committed to understanding older Australians' income concerns and creating real solutions.

We aim to provide diversification, which is key to wealth preservation and risk management, coupled with a focus on competitive investment income. It gives me great pride to know how carefully our highly skilled team at Trilogy Funds investigates every choice we make on behalf of our investors.

You might find our expertise and experience suits your needs for income and diversification too. If you would like to know more, please talk to a member of our Investor Relations team.

Yours sincerely,

Philip Ryan
Managing Director
Trilogy Funds Management Limited



Earn property-based income without direct property ownership

Australian property has emerged as one of the most attractive investment options for investors seeking competitive income in the current economic environment.

When the COVID-19 pandemic hit, property values, like many investment options, were predicted to plummet by 10 to 30%. Not only did the property sector defy these predictions and resiliently return to pre-COVID levels over the course of 2020 and 2021, but residential property experienced record-breaking growth.

However, for investment income seekers, residential property may not always be the most effective use of capital. Investing in a single property can reduce diversification in your

portfolio, and the rent you can command on a house in relation to the cost of buying and maintaining that house can sometimes make it a poor 'yielding' investment.

Direct property investment is also both intricate and involved. Between choosing a property and organising its ongoing management, navigating tax implications and covering out-of-pocket expenses, it may not suit your financial goals or investment strategy.

So, if you're seeking competitive income from indirect exposure to the property sector, a professionally managed mortgage trust might be the investment option for you.





Mortgage Trusts

Mortgage trusts – sometimes called mortgage funds – have been a popular investment option for decades. Right now, Australians have more than \$15 billion invested in this type of investment product.

When you invest in a mortgage trust, your money is pooled with the money contributed by other investors. This pool of funds is then lent to commercial borrowers to finance land subdivision, property development or construction, such as developing a residential housing estate or an industrial estate. The loans are generally secured by a mortgage over property as the primary security. Depending on the type of trust, investors may have varied levels of control over which borrowers' loan requests are approved.

Many mortgage trusts may also invest a percentage of investors' money in cash and fixed interest investments, which are considered liquid investments, to manage the trust's current and future cashflow requirements.

They aim to generate a regular and competitive income for investors via distributions derived from loan repayments, interest and fees paid by the borrowers, as well as income from cash and other underlying investments held by the trust.

It's important for investors to be aware that all investments carry risk, including the risk of losing part or all of their capital or diminished returns. Mortgage trusts are not traditional deposit options but the higher risk profile is reflected in the competitive returns offered by many mortgage trusts.

Additionally, mortgage trusts aim to provide regular income without the same level of exposure to volatility that other asset classes may provide.

While mortgage trusts may be operated as liquid trusts, it should be noted that the underlying assets may not necessarily be liquid in nature and will have specific withdrawal terms. Please read the terms of your investment outlined in the relevant offer document.





The Trilogy Monthly Income Trust

Residential property exposure, with risk managed by experts, for investors seeking income and diversification.

At Trilogy Funds, we understand the allure of investing in Australian property and the opportunity to derive income from this asset class, so we created the Trilogy Monthly Income Trust (Trust) in 2007.

About the Trust

The Trilogy Monthly Income Trust is a pooled mortgage trust. It combines your money with that of other investors to finance a diverse range of property developments, secured by first registered mortgages, in residential, commercial, industrial, and retail sectors across Australia.

The distribution income (net of fees) that is provided to investors each month is derived from borrowers' repayments, interest, fees, and income from other investment holdings.

The Trust aims to provide diversification by lending to a wide range of loan types, borrowers, projects, property sectors, locations and Loan-to-Valuation Ratios (LVRs). This provides far greater diversification to investors than if they were to simply invest in property as an individual.

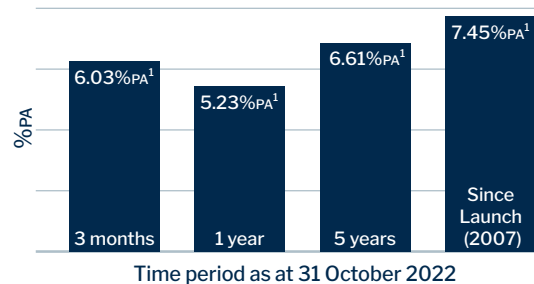
As at 31 October 2022, the Trust's loan portfolio consisted of 157 loans, ranging in value from \$3 million to \$40 million.

The Trust also incorporates several risk-minimisation measures. While a bank might lend up to 95 per cent of the value of a residential property in a personal mortgage, Trilogy Funds only lends up to a maximum of 70 per cent of a property's value ("as-if-complete").

By only lending on 'first registered mortgages', the Trilogy Monthly Income Trust ranks above all other mortgages in the case of borrower default.

The Trust also makes loans that are far shorter than a typical residential mortgage, usually with a maturity of just two years, at the end of which the property development is completed and sold or refinanced and the loan repaid.

Distribution Performance



¹ Annualised rates are net of management fees and costs, include GST (less RITCs) and assume no reinvestment of distributions. Past performance is not a reliable indicator of future performance. Future distributions will be based on the performance of all assets

How do I invest?

To invest, investors purchase 'units' in the fund that are priced at \$1.00² each that provide each investor with an interest in the fund, not in any specific asset held by the fund.

You can choose to have your distribution paid directly into your bank account each month or to have it reinvested. Investors who've made the initial \$10,000 investment can top up their investment at any time with a minimum additional investment of \$1,000.

Before investing, ensure you read and understand the Product Disclosure Statement (PDS) and Target Market Determination (TMD) in full including the risks. The Trust requires a minimum investment of \$10,000.



Withdrawal Information

If you invest in the Trilogy Monthly Income Trust, you should be prepared to hold your investment for a minimum of six months. This includes a minimum investment period of two months, and four-month withdrawal notice.

However, withdrawals may be processed earlier at Trilogy Funds' discretion. Please refer to the PDS and TMD for more information.

Why would I consider investing in the Trilogy Monthly Income Trust?

- > No entry or exit fees
- > Competitive income returns
- > Monthly distributions*
- > Income derived from Australian property development & construction loans secured by registered first mortgages
- > 157 loans diversified by location, development type & project stage
- > Medium-to-long term investment
- > Adds diversification to your broader investment portfolio

Independent Research

In 2022, Foresight Analytics rated the Trust 'very strong', which indicates a very strong level of confidence that the fund can deliver a risk-adjusted return in line with its investment objectives.³



They also described the Trust's level of complexity as 'complex' as the underlying assets require specialist investment skills to acquire and monitor. Foresight Analytics advises that investors should have a good understanding of the term and characteristics of the redemptions for the Trust.

Trilogy Monthly Income Trust

Investment type

Unlisted pooled mortgage trust

Minimum investment

\$10,000

October 2022 net distribution rate

6.50% PA. annualised¹

Unit price

\$1.00²

Withdrawals

Four months, see PDS for details

Inception

February 2007

*Subject to the terms and risks outlined in the relevant PDS and TMD.

¹ Annualised rates are net of management fees and costs, include GST (less RITCs) and assume no reinvestment of distributions. Past performance is not a reliable indicator of future performance. Future distributions will be based on the performance of all assets

² Whilst the unit price is fixed, capital losses can occur in circumstances where an asset of the Trust incurs a capital loss.

³ The information contained in the Foresight Analytics report and encapsulated in the investment rating is of a general nature only. The report and rating reflect the opinion of Foresight Analytics and Ratings Pty Limited (AFSL 494552). It does not take into account an individual's objectives, financial situation, or needs. Professional advice should be sought before making an investment decision. A fee has been paid by the fund manager for the production of the report and investment rating.

The Trilogy Monthly Income Trust ARSN 121 846 722 is a registered pooled mortgage fund and investments can only be made on the application form accompanying the Product Disclosure Statement (PDS) dated 30 September 2022 issued by Trilogy Funds Management Limited (Trilogy Funds) ABN 59 080 383 679 AFSL 261425 and available from www.trilogyfunds.com.au. Please also consider the Target Market Determination (TMD) dated 30 September 2022 which is available at www.trilogyfunds.com.au. Information included in this communication about investment yield and returns should be considered only as part of a balanced review of all the features, benefits and risks associated with the product. Please read the PDS and the TMD in full. All investments, including those with Trilogy Funds, involve risk which can lead to no or lower than expected returns, or a loss of part or all of your capital. Investments in Trilogy Funds' products are not bank deposits and are not government guaranteed. Past performance is not a reliable indicator of future performance.



Ian Healy: Why I invest with Trilogy Funds

“In sport, winning is a team effort, and for me Trilogy Funds is the winning team when it comes to property-based investments.”

Known for his quick hands, former Australian cricketer Ian Healy is one of the games' greatest wicket-keepers.

Throughout his career, Ian gained five world records, including the record for the most dismissals by a wicket-keeper in Test history at 395; 366 of those were catches, and 29 were stumpings.

Healy is one of only 11 Australians to have played more than 100 tests.

Off the pitch, Ian has been an investor through a family entity and brand ambassador with Trilogy Funds since 2017.

“Like so many people, I've worked hard all my life and I want to be able to enjoy my life. For me, that means spending time with family and doing some more travel,” Ian said.

“The security and peace of mind knowing that I can feel more comfortable in my current stage of life is important. To do that, I want my savings to work hard for me.

“Trilogy Funds provides some great options for me to make my savings work harder and provide regular income. They have a proactive risk management and investment approach and work hard to deliver competitive returns.

“I'm also a big believer in the personal approach – it's important for me to know the company I'm entrusting with my savings. I know that I can call the Investor Relations team at Trilogy Funds and speak to someone about my investments without having to negotiate multiple teams or call centres.”





Capitalise on Australia's industrial property boom

There's a perfect storm of soaring demand for industrial property across Australia right now, and according to property experts, it's not showing any signs of slowing soon.

Industrial space was already in high demand prior to the COVID-19 pandemic. However, the accelerated growth of e-commerce and restructuring of supply chains that ensued since its emergence has caused a further sharp spike in requirements for warehouse and logistics space across Australia.

According to CBRE, industrial vacancy rates are just 0.8%, one of the lowest on record worldwide.

What makes industrial property so appealing to investors?

Industrial property is a specialised segment of the commercial real estate market. It is typically tenanted by large, established companies with specific needs, such as proximity to major transport links, large vehicle accessibility and significant roof and gantry heights.

These companies make excellent tenants as they are generally willing to sign long lease agreements with fixed rental increases, giving investors more stability than a typical residential lease.

They are also often signed on net leases, meaning tenants bear costs, such as insurance and maintenance, that would normally be paid by the owner.

Despite its simple exterior, industrial property's solid foundations, rooted in essential trades such as manufacturing, logistics and mining, have seen it through recent trying times.

The day-to-day operations for industrial property tenants were largely unaffected by COVID-19 lockdowns. In fact, the manufacturing sub-sector has benefitted from the resulting low Australian dollar, which aids Australian exporters as the cost of our goods and services is lower relative to the United States Dollars (USD).

The tightening vacancy rates have also been translating into strong capital appreciation and rental growth.

As a result, industrial property is offering competitive yields to investors that are difficult to achieve from many other property sectors and asset classes in the current economic environment, provided the property has a good tenant on a longer-term lease.

However, the relatively high capital values of industrial assets makes it challenging for many investors to participate in industrial property investment.

If you're interested in gaining exposure to the booming industrial sector, a professionally managed property trust might be an alternative investment option for you.



Unlisted Property Trusts

Professionally managed property trusts, also commonly known as property funds or property syndicates, provide investors with an opportunity to invest in this asset class without committing substantial capital.

In property trusts, investors can buy 'units' in the trust, which purchases a property or several property assets in the residential, industrial, commercial, tourism or retail property sectors and manages the associated administration, maintenance and rent collection on your behalf.

They are designed to provide investors with regular distribution payments throughout the life of the trust derived from rental income from the trust's investments.

They may also offer the opportunity for tax-deferred distributions and potential capital growth at the end of the investment term when the trust is wound up.

However, it's important for investors to note that distributions are not guaranteed, nor is the return of initial capital invested.

Property trusts are considered longer-term investments where your initial capital remains invested in the trust and cannot be withdrawn until the property or properties are sold or a withdrawal offer is made by the Responsible Entity. Withdrawal timelines may vary between property trusts, so it is important to read the Product Disclosure Statement (PDS) and Target Market Determination (TMD) before making an investment decision.





Trilogy Industrial Property Trust

An industrial property trust designed to provide regular income and the opportunity for long-term capital growth.

At Trilogy Funds, we understand the value that an investment in industrial property can provide for Australians. In 2018, we created a product that made industrial property accessible – the Trilogy Industrial Property Trust (Industrial Trust).

About the Trust

The Trilogy Industrial Property Trust aims to build a diverse portfolio of industrial properties located in key Australian regional and metropolitan precincts. These may include warehouses and manufacturing, logistics and distribution centres.

The Trust's primary objective is to maximise potential investor returns diversified by both geographical location and the industries in which the tenants operate.

Where possible, it intends to invest in properties that provide the potential for value-add. This could include tenant-led expansion, refurbishment or improvement works.

The Trilogy Industrial Property Trust currently holds 15 assets across Queensland, New South Wales, Victoria and South Australia. We expect the Trust's portfolio will continue to expand due to significant investor demand and the focus of our Property team on identifying additional high-quality acquisitions.

Current yield

The Trilogy Industrial Property Trust (Industrial Trust) paid investors 7.53 CPU p.a.* annualised for the 12 months to 31 October 2022.

Please note net distributions are variable each month and are net of management fees, costs and assume no reinvestment. Distributions are paid monthly in arrears. Past performance is not a reliable indicator of future performance.

How do I invest?

The Trilogy Industrial Property Trust has a minimum investment of \$50,000.

To invest, investors purchase 'units' in the fund. The unit price is variable and may change each month as a result of changes to the capital value of the Trust's assets.

Before investing, ensure you read and understand the (PDS) and TMD in full including the risks. Investments can only be made using the Trilogy Industrial Property Trust application form.



Withdrawal Information

As the Industrial Trust invests primarily in real property, it is not considered a liquid scheme. Therefore, the Industrial Trust is considered a long-term investment, with Withdrawal Offers intended every four years.

Please refer to the PDS and TMD for more information.

Why would I consider investing in the Trilogy Industrial Property Trust?

- > Competitive income returns
- > Monthly distributions^{^^}
- > Access to the sought-after industrial property asset class
- > Long leases with tenants of good covenant
- > Opportunity for capital growth over the long term
- > Tax-effective income opportunity
- > Long-term investment
- > No entry or exit fees
- > Adds diversification to your broader investment portfolio

The Trilogy Industrial Property Trust provides access to the sought-after industrial property asset class without the significant capital required to purchase the property on your own. It also offers a level of diversification that would be difficult to achieve as an individual by holding properties with various types of tenants, lease lifecycles, and geographic locations.

By investing in the Industrial Trust, you also benefit from our property team's expertise in property, who will acquire high quality properties with long leases and tenants of good covenant on your behalf.

Trilogy Industrial Property Trust

Investment type

Unlisted industrial property trust

Minimum investment

\$50,000

Current yield

7.53% CPU PA^{*}

Average net distribution annualised paid to investors monthly for the 12 months to 31 October 2022. Variable rate.

1 October 2022 unit price

\$1.0913[^]

Withdrawals

Withdrawal offers intended every four years

Inception

January 2018

^{*}Distribution amount for the month ended 31 October 2022. Net distributions are variable each month and are net of fees, costs and assume no reinvestment. Distributions are paid monthly in arrears. Past performance is not a reliable indicator of future performance.

^{^^}Subject to the terms and risks outlined in the relevant PDS and TMD

[^]Unaudited Unit Price as at 1 October 2022. Variable price and may change each month.

Investments in the Trilogy Industrial Property Trust ARSN 623 096 944 can only be made on the application form accompanying the Product Disclosure Statement (PDS) dated 30 September 2022 issued by Trilogy Funds Management Limited (Trilogy Funds) ABN 59 080 383 679 AFSL 261425 and available from www.trilogyfunds.com.au. Please also consider the Target Market Determination (TMD) dated 30 September 2022 which is available at www.trilogyfunds.com.au. Information included in this communication about investment yield and returns should be considered only as part of a balanced review of all the features, benefits and risks associated with the product. Please read the PDS and the TMD in full. All investments, including those with Trilogy Funds, involve risk which can lead to no or lower than expected returns, or a loss of part or all of your capital. Investments in Trilogy Funds products are not bank deposits and are not government guaranteed. Past performance is not a reliable indicator of future performance.



Alternative investment income options

If you're seeking competitive and regular income and access to your money in shorter time frames, a professionally managed diversified income fund might be an alternative investment option for you.

Diversified Income Funds

Diversified income funds can invest in a range of cash, fixed-interest investments and other financial assets. These may include government bonds, floating rate securities, term deposits, income securities and commercial bills of exchange.

Through these investments, diversified income funds may generate returns that are higher than a general market rate, such as the official cash rate set by the RBA.

Depending on the fund or fund manager, they may seek to further diversify the returns offered by the fund by investing a portion of the fund's money in other types of financial assets, such as equities or property-based investments.

Diversified income funds can offer a competitive rate of return, with the aim of paying distributions to investors. Withdrawals are usually available after giving a period of notice depending on the fund.





The Trilogy Enhanced Income Fund

A diversified income fund, with access to your money in 30 days.

In 2017, we launched the Trilogy Enhanced Income Fund (Fund) as we recognised that, in the lower interest rate environment, more conservative income investors needed an alternative to traditional deposit products.

About the Fund

The Trilogy Enhanced Income Fund is a diversified income fund which invests directly and indirectly in a portfolio of cash, fixed-interest investments and other financial assets. These may include a range of short to medium term bank deposits, bills of exchange, promissory notes, bonds, fixed or floating rate debt securities and income securities.

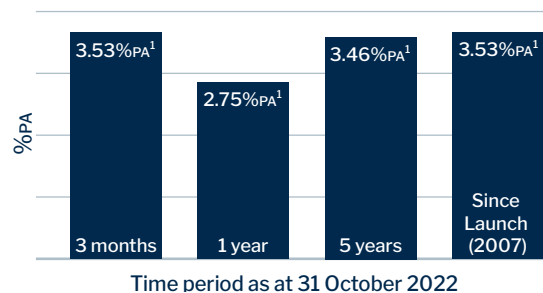
Our dedicated in-house Investment team proactively manages the Fund by ensuring the portfolio includes a diversified range of assets, choosing ‘best in breed’ investments and closely monitoring the Funds’ risks, liquidity and pricing. The team also rebalances this mix of assets as needed to respond to changing market conditions.

One of the advantages of investing in the Fund is that it can purchase assets that aren’t available to most individual investors, such as a broad range of fixed or floating rate debt securities and income securities. This means the Fund can offer investors not only access to returns not available to individuals but also a level of diversification that would be difficult to achieve on their own.

To enhance returns, approximately 35 per cent of the portfolio is invested in the Trilogy Monthly Income Trust, a pooled mortgage trust which provides loans secured by first registered mortgages to the residential, commercial, industrial and retail property sectors across Australia. You can read more about the Trilogy Monthly Income Trust on page 6, or on our website at www.trilogyfunds.com.au/TMIT.

Distribution Performance

The Trilogy Enhanced Income Fund aims to pay distributions at a target benchmark of the Official Cash Rate plus 1.50% per annum, assuming reinvestment of distributions.



² Annualised rates are net of management fees and costs, include GST (less RITCs) and assume no reinvestment of distributions. Past performance is not a reliable indicator of future performance. Future distributions will be based on the performance of all assets

How do I invest?

To invest, investors purchase ‘units’ in the fund that are priced at \$1.00 each² – the same price since the fund was launched – designed to provide each investor with an interest in the Fund, rather than a specific asset held by the Fund. You can choose to have your distribution paid directly into your bank account each month or reinvest your distribution into the Fund each month.

Before investing, ensure you read and understand the Product Disclosure Statement (PDS) and Target Market Determination (TMD) in full including the risks. The Fund requires a minimum investment of \$5,000.



Withdrawal Information

A 30-day withdrawal period is required but may be processed and paid sooner at Trilogy Funds' discretion. You should note that up to 6 months is allowed under the Constitution.

Please refer to the PDS and TMD for more information.

Why would I consider investing in the Trilogy Enhanced Income Fund?

- > No entry or exit fees
- > Competitive income returns
- > Monthly distributions*
- > Access to your money in 30 days
- > Access to 'best of breed' fixed-interest investments
- > Diversified investment portfolio
- > Returns enhanced by exposure to the Trilogy Monthly Income Trust
- > Dedicated and experienced in-house Investment team
- > Adds diversification to your broader investment portfolio

Independent Research

In 2022, Foresight Analytics, which provides risk, financial stability and complexity ratings to Australian investment products, rated the Fund 'very strong'.

This indicates a very strong level of confidence that the Fund can achieve a risk-adjusted return in line with its investment objectives.³



Trilogy Enhanced Income Fund

Investment type

Unlisted diversified income fund

Minimum investment

\$5,000

October 2022 net distribution rate

3.85% PA. annualised¹

Unit price

\$1.00²

Withdrawals

30 days, see PDS for details

Inception

May 2017

*Subject to the terms and risks outlined in the relevant PDS and TMD.

¹ Annualised rates are net of management fees and costs, include GST (less RITCs) and assume no reinvestment of distributions. Past performance is not a reliable indicator of future performance. Future distributions will be based on the performance of all assets

² Whilst the unit price is fixed, capital losses can occur in circumstances where an asset of the Trust incurs a capital loss.

³ The information contained in the Foresight Analytics report and encapsulated in the investment rating is of a general nature only. The report and rating reflect the opinion of Foresight Analytics and Ratings Pty Limited (AFSL 494552). It does not take into account an individual's objectives, financial situation, or needs. Professional advice should be sought before making an investment decision. A fee has been paid by the fund manager for the production of the report and investment rating.

Investments in the Trilogy Enhanced Income Fund ARSN 614 682 469 can only be made on the application form accompanying the Product Disclosure Statement (PDS) dated 30 September 2022 and the Target Market Determination (TMD) dated 30 September 2022 issued by Trilogy Funds Management Limited (Trilogy Funds) ABN 59 080 383 679 AFSL 261425 and available from www.trilogyfunds.com.au. Information included in this communication about investment yield and returns should be considered only as part of a balanced review of all the features, benefits and risks associated with the product. Please read the PDS and the TMD in full. All investments, including those with Trilogy Funds, involve risk which can lead to no or lower than expected returns, or a loss of part or all of your capital. Investments in Trilogy Funds' products are not bank deposits and are not government guaranteed. Past performance is not a reliable indicator of future performance.



Trilogy Funds: Expertise through experience

Amid the vast array of investment options available today, Trilogy Funds' integrity, expertise and long history stands out.

Australian owned and operated, Trilogy Funds' beginning occurred in 1998, when Philip Ryan, then a partner in a Brisbane law firm, responded to requests from the firm's clients for a better solution to their need for competitive investment income.

In 2004, with demand for these investment options growing, Philip partnered with financial services experts Rodger Bacon and John Barry to found Trilogy Funds Management.

The three Trilogy Funds founders have each spent more than 40 years immersed in funds management, property and investment.

In addition, they're backed by experienced managers who make up the Trilogy Funds executive team responsible for caring for investors' funds.

Trilogy Funds' executives leverage their combined talents and deep knowledge of the sectors in which they specialise, to actively manage the investments of over 10,000 Trilogy Funds customers.

It's a team Philip, Rodger and John are immensely proud to have created.



AUM

1.04 billion+
as at 31 October 2022



CELEBRATING

24 years



INVESTORS

10,000+



PERSONALISED SERVICE

**Experienced
local team**

Chat to Trilogy Funds' Investor Relations team on **1800 230 099** or email **investorrelations@trilogyfunds.com.au** today to learn more about our income-focused investment solutions.



Why investors choose Trilogy Funds' knowledge and experience

"What entices me to invest in Trilogy Monthly Income Trust is that the company has been in the business for more than 20 years. It is by far the best investment I have ever made, especially during this time of low interest rates. They have a dedicated investor relations specialist who keeps customers updated and answers any questions you might have. I am quite confident to recommend Trilogy Funds to my friends."

Evelyn O, Trilogy Monthly Income Trust Investor

"I have found Trilogy Enhanced Income Fund to be the ideal vehicle to park my funds. The Trust offers superior returns and a short withdrawal notice which are the major criteria for my selection. I feel confident in entrusting my money to this company who also have very friendly and cooperative staff to assist with my requirements."

Paul N, Trilogy Enhanced Income Fund investor

"I've been investing in the Trilogy Monthly Income Trust since its inception. As it has developed, I've trusted the fellows that I've been involved with. The benefits of investing in the Monthly Income Trust with Trilogy Funds is that I don't have to think or worry about it - my money does the work for me."

Susan N, Trilogy Monthly Income Trust Investor

"I've been very impressed by the friendliness of the team, the personalised approach, the absence of automatic phone reply and the great yield!"

Natalie B, Trilogy Monthly Income Trust Investor

"My wife and I are very long term investors in Trilogy properties. We thank you for your continued wonderful services provided over many years; despite recession in 2008, Covid-19 havoc, and on-coming challenges today, we will always stand by Trilogy management which has delivered to unit holders like ourselves - in my view excellent performance and delivery of your service."

Walter M, Cannon Hill Office Trust Investor





Glossary

Here is a brief guide to some of the commonly used property-based investment terms used in this e-guide.

'As if complete' value	An estimate of the market value of a property assuming certain specified improvements are made and may be made on a gross realisation basis and may be inclusive of GST. Trilogy Funds only lends up to a maximum of 70 per cent of a property's 'as if complete' value.
Diversification	A risk management strategy that allocates investments across various asset classes, locations, industries and other categories in an attempt to limit exposure to any one particular sector.
First registered mortgage	In the event of loan or borrower default, registered first mortgages have priority over all other mortgages on the property.
Fiscal Policy	In Fiscal Policy, the government adjusts government spending and tax policies with the goal of influencing economic conditions such as demand for goods and services, employment, inflation and economic growth.
Loan to Valuation Ratio (LVR)	A term used to quantify the lending risk of a mortgage. The LVR is calculated as a percentage of the loan amount, to the appraised value of the asset for which the loan will be used. Typically, loans with higher LVRs are considered higher risk.
Monetary Policy	In Monetary Policy, the Reserve Bank of Australia adjusts the 'cash rate' with the goal of controlling money supply and influencing economic conditions such as consumption, employment, inflation, and liquidity.
Mortgage Trust	Also known as a mortgage fund. An investment vehicle that lends investor money to borrowers, with the loan secured by mortgages over property as the primary security.
Official cash rate	The interest rate, set by the Reserve Bank of Australia, for the overnight interbank lending market.
Product Disclosure Statement (PDS)	A document which contains information about a financial product, including information about the product's key features, benefits and risks and the fees that the financial product issuer may receive.
Property Trust	Also known as a property fund or property syndicate. An investment vehicle which purchases a property or property assets with the aim of generating rental income from the investment and potential capital growth when the property is sold.
Reserve Bank of Australia	Australia's central bank. The RBA is responsible for maintaining a strong performing financial system.
Target Market Determination	The Target Market Determination (TMD) outlines the type of consumer for whom a product has been designed. The purpose of the TMD is to ensure the product, including its key attributes, are consistent with the investor's objectives, financial situation and needs.



Important things to note

Retail managed investment schemes are regulated by the Australian Securities and Investments Commission (ASIC) and must comply with Australia's Corporations Law.

While this provides a level of protection for consumers, the trust or fund manager must provide you with a Product Disclosure Statement (PDS) and Target Market Determination (TMD) that clearly sets out the risks inherent in the product, and operate the trust or fund according to the law. It may not provide a guarantee that your capital will be returned or that you will receive the level of income you expect.

The returns you receive depend on the performance of the trust's or fund's investments, which in turn are influenced by many factors. One includes the expertise and experience of the trust or fund manager in selecting and managing the assets acquired by the fund.

Such investment options are commonly used by investors not as the answer to their entire income requirements, but as a part of a broader, balanced portfolio of assets. They provide diversification, which is the basic investment tenet that it's wise to put money into a wide range of asset classes so that losses on some assets can be offset by gains on others.

Diversification is regarded by most investors as key to balancing the risk of capital loss against the desire for strong capital growth or competitive, consistent investment returns. That makes diversification particularly relevant to retirees who require an investment income.

We also recommend investors seek advice from a licensed financial adviser before making any investment decision to ensure the products are suited to your personal circumstances.

Investments with Trilogy funds are not bank deposits and are not government guaranteed.

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