Australian Ethical is one of Australia’s leading ethical fund managers. By investing responsibly in well-managed ethical companies, we deliver competitive financial performance to our clients and positive change to society and the environment. Since our inception in 1986, our Ethical Charter has guided all investment decisions and underpinned our business practices. Every year 10 per cent of our profits* are distributed to charitable organisations and social impact initiatives through The Australian Ethical Foundation.

### Investment objective
To generate an income stream consistent with prevailing short-term interest rates while minimising the risk of capital loss and supporting the Australian Ethical Charter.

### Investment strategy
The opportunity to invest in a diversified portfolio of interest-bearing investments generating income. The Fund is invested in short-dated deposits, high grade mortgage-backed securities, State and Commonwealth Government Bonds, and bank and other corporate bonds. As such, the returns of the Fund tend to move in line with the general level of interest rates.

### Cumulative performance (as at 31/12/2018)

![Cumulative performance chart](chart.png)

### Performance (as at 31/12/2018)

<table>
<thead>
<tr>
<th></th>
<th>1m</th>
<th>3m</th>
<th>6m</th>
<th>1y</th>
<th>3y</th>
<th>5y</th>
<th>10y</th>
<th>Since inception</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fund</td>
<td>0.1%</td>
<td>0.4%</td>
<td>0.8%</td>
<td>1.3%</td>
<td>1.5%</td>
<td>1.8%</td>
<td>3.2%</td>
<td>3.9%</td>
</tr>
<tr>
<td>Benchmark</td>
<td>0.2%</td>
<td>0.5%</td>
<td>1.0%</td>
<td>1.9%</td>
<td>1.9%</td>
<td>2.1%</td>
<td>3.0%</td>
<td>4.4%</td>
</tr>
</tbody>
</table>

### Calendar Performance (as at end 2018)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Fund</td>
<td>1.3%</td>
<td>1.6%</td>
<td>1.7%</td>
<td>1.6%</td>
<td>2.8%</td>
</tr>
<tr>
<td>Benchmark</td>
<td>1.9%</td>
<td>1.7%</td>
<td>2.0%</td>
<td>2.3%</td>
<td>2.7%</td>
</tr>
</tbody>
</table>

Source: FE.

Total returns are calculated using the sell (exit) price, net of management fees and gross of tax as if distributions of income have been reinvested at the actual distribution reinvestment price. The actual returns received by an investor will depend on the timing, buy and exit prices of individual transactions. Return of capital and the performance of your investment in the fund are not guaranteed. Past performance is not a reliable indicator of future performance. Figures showing a period of less than one year have not been adjusted to show an annual total return. Figures for periods of greater than one year are on a per annum compound basis. The current benchmark may not have been the benchmark over all periods shown in the above chart and tables. The calculation of the benchmark performance links the performance of previous benchmarks and the current benchmark over the relevant time periods.
Australian Ethical Income Fund
FUND PROFILE - 31 DECEMBER 2018

Top 10

<table>
<thead>
<tr>
<th>Security</th>
<th>Yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australian Government Bond</td>
<td>8.9%</td>
</tr>
<tr>
<td>Westpac Banking Corporation</td>
<td>8.7%</td>
</tr>
<tr>
<td>National Australia Bank Limited</td>
<td>8.2%</td>
</tr>
<tr>
<td>Western Australia Treasury Corporation</td>
<td>7.0%</td>
</tr>
<tr>
<td>Suncorp Metway Ltd</td>
<td>5.5%</td>
</tr>
<tr>
<td>South Australian Financing Authority</td>
<td>4.9%</td>
</tr>
<tr>
<td>New South Wales Treasury Corporation</td>
<td>4.6%</td>
</tr>
<tr>
<td>Bendigo and Adelaide Bank Limited</td>
<td>4.1%</td>
</tr>
<tr>
<td>Queensland Treasury Corporation</td>
<td>3.7%</td>
</tr>
<tr>
<td>Bank of Queensland</td>
<td>3.7%</td>
</tr>
</tbody>
</table>

Ratings and awards

RIAA rating: CERTIFIED BY RIAA

UNPRI signatory:

Why invest ethically?

Portfolio diversification: Diversify your portfolio by investing in companies and sectors not well covered by other fund managers and brokers.

Help build a better world: Invest in the new, low-carbon economy, fund medical and technology breakthroughs, efficient transport and more.

Promote human rights: We strive to avoid any investment in companies involved in the poor treatment of asylum seekers or the exploitation of workers through poor working conditions.

Commentary

The gross performance of the income fund for the December quarter was 0.04% ahead of its relevant index, the 90 Day Bank Bill rate. The rate itself saw a run up late in December, with three-month bank bills moving from 1.93% at the end of September up to 2.09% by the end of the quarter. This remains well above the cash rate and does not reflect the pricing for RBA rate expectations, which shifted to price in the chance of a rate cut in December as negative sentiment dominated.

Housing markets in Sydney and Melbourne remain a focus for domestic financial markets, with some concerned that the declines in house prices seen to date will soon weigh on household consumption expenditure and therefore economic growth. The labour market remains supportive, with the unemployment rate sitting at 5.1% by year’s end, below the level that the Reserve Bank had previously expected to see.

The fund continues to allow mortgage backed securities to amortise down their allocation within the fund. The concern is not about the prospect of a looming increase in arrears (the strong labour market is supportive of mortgage servicing) but rather that tighter lending standards will limit the capacity of some borrowers to refinance away, lowering prepayments in RMBS pools and extending their weighted average lives.

The fund has instead favoured short-term money market investments and term deposits, as well as bonds with less than 1 year to maturity from various State Governments, Supranational entities and the Federal Government.

Sector allocation

- Government, SSA, State Government: 43.0%
- Bank Senior Debt: 22.4%
- Term Deposit: 6.6%
- ABS, RMBS: 4.9%
- Bank Covered Bonds: 4.5%
- Corporate Credit: 4.1%
- Commercial Paper/Bank Bills, Cash: 14.4%

Asset allocation

- Australian Interest Bearing Investments: 98.5%
- Cash: 1.5%

Need Help?

Contact us between 9:00am-5:00pm AEST Monday-Friday on:
t  1800 021 227
f  02 9252 1987
e  investors@australianethical.com.au
w  australianethical.com.au
Australian Ethical Investment Ltd
c/o Boardroom Pty Ltd
GPO Box 3993
Sydney NSW 2001

Australian Ethical Investment Ltd (ABN 47 003 188 930, AFSL 229949) is the Responsible Entity of the Australian Ethical managed funds. This information is of a general nature and is not intended to provide you with financial advice or take into account your personal objectives, financial situation or needs. Before acting on the information, consider its appropriateness to your circumstances and read the Financial Services Guide (FSG) and relevant product disclosure statement (PDS) available at www.australianethical.com.au/managedfunds/pds. You may wish to seek independent financial advice from a licensed financial adviser before making an investment decision. The performance of your investment in the Australian Ethical is not guaranteed; past performance is not a reliable indicator of future performance. The information contained in this document is believed to be accurate at the time of compilation. Where MSCI data is used, data is the property of MSCI. No use or distribution without written consent. Data provided “as is” without any warrants. MSCI assumes no liability for or in connection with the data. For full MSCI and RIAA disclaimer, please see https://www.australianethical.com.au/sources/