



# Investing in Property through a Hybrid Structure

Liquidity, growth and income, all within one portfolio that invests in a mixture of physical real estate and listed real estate securities.

By investing in a blend of listed and physical real estate the CT Property Growth & Income Fund can tap into the best of both worlds and adopt a more active and flexible approach, with a long track record of success.

With a hybrid portfolio, one that features real estate equities as well as physical property, investors can meet their liquidity needs while benefitting from the potential for income and growth.

Our hybrid approach offers greater flexibility and avoids the cash drag that comes with having to hold money for liquidity purposes, keeping capital invested for longer. When we sell a property, there's no rush to immediately buy another building if we can't find one with the right characteristics. Instead we can reinvest the proceeds into real estate securities until the right physical asset comes along.

Geographical diversification is another benefit, with exposure not only to UK physical property but also regional opportunities across other geographies. While our property managers are able to stay close to their properties and areas they know well, the equity managers can seek opportunities for growth in other sectors and diversify the portfolio.

## Reasons to invest:

- 1** A combination of physical property with readily traded real estate securities aiming to deliver liquidity, growth and income.
- 2** Adding real estate securities increases the fund's reach and diversification across many sub-sectors and geographies.
- 3** Investing in real estate equities reduces cash drag and ensures the portfolio can remain more fully invested.

## Why invest in the CT Property Growth & Income Fund?



Two decades of experience in hybrid property investing



An award-winning team of asset managers



Hands-on and actively managed portfolio



Specialised in both physical and listed property

## Meet the team



### Marcus Phayre-Mudge (Equities)

A qualified chartered surveyor and property investor with over 25 years' investment experience. Marcus specialises in Pan European real estate securities. He also runs the award winning TR Property Investment Trust.



### Alban Lhonneur (Equities)

Joined the team in 2008 from Citigroup Global Markets. Holds a BSc in Business and Management as well as a post-graduate Specialised Masters in Finance from ESCP-EAP. Alban specialises in Pan European real estate securities.



### George Gay (Physical)

Joined the team in 2005 and holds an MA in Property Valuation and Law from City University. George, a qualified chartered surveyor, is primarily responsible for the management of the physical property assets held in the portfolio.

We're typically split 67% listed real estate, 30% physical property and 3% cash. We thought carefully about the most appropriate balance and think we've got it about right. These weightings give the fund the ballast of physical property, reducing volatility and providing higher levels of income, whilst not unduly affecting the liquidity profile of the portfolio.

### Marcus Phayre-Mudge

To find out more visit [columbiathreadneedle.com](https://www.columbiathreadneedle.com)



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