

FOLKESTONE EXPANDS DISTRIBUTION TEAM

Folkestone Funds Management, part of the ASX listed Folkestone group (ASX: FLK) announced the appointment of Monica Hood as Business Development Manager.

Monica joins Folkestone's distribution team with specific emphasis on growing Folkestone's distribution network and servicing the needs of research houses, financial planning firms, master fund/wrap providers, and SMSF's.

Adrian Harrington, Head of Funds Management, said "I am delighted to welcome Monica to the team. With our growing platform of listed and unlisted real estate funds, it is important we have an experienced team servicing our existing clients and expanding our distribution network, especially for the Folkestone Maxim A-REIT Securities Fund which was the No. 1 fund in the Mercer Investment Performance Survey of Australian Real Estate Securities (REIT) (Active Funds)¹ for both one year and three years ending, 30 June 2017.

"Given the current low interest rate environment, we continue to see growing investor interest in real estate funds, especially from SMSF's that are looking for reliable income streams. The Folkestone Maxim A-REIT Securities Fund is a high conviction, active manager of A-REIT securities and whilst there is on-going discussion in the market about whether active managers in the A-REIT sector can add value, we have demonstrated through our investment strategy that we can consistently outperform the Index over time" said Mr Harrington.

Ms Monica Hood said "I am delighted to be joining Folkestone's business development team. Folkestone has an exemplary reputation in the real estate sector, with an excellent product range across listed and unlisted real estate funds. I look forward to working with the team to expand Folkestone's distribution network and grow funds under management."

Monica has a proven track record in retail funds management with more than 22 years' experience in the financial services industry and joins Folkestone from Hunter Hall, where she has worked since 2001.

Folkestone has more than \$1.2 billion in funds under management across listed and unlisted real estate funds including the Folkestone Maxim A-REIT Securities Fund which is available on a number of platforms including BT, Netwealth, Macquarie Wrap, Hub24 and Powerwrap. Folkestone also manages the ASX listed Folkestone Education Trust (ASX: FET), which is the largest owner of early learning centre properties in Australia.

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About Folkestone

Folkestone (ASX:FLK) is an ASX listed real estate funds manager and developer providing real estate wealth solutions. Folkestone's funds management platform, with more than \$1.2 billion under management, offers listed and unlisted real estate funds to private clients and select institutional investors, while its on balance sheet activities focus on value-add and opportunistic (development) real estate investments.

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