

# 360 Capital

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## Property Group



360 Capital RE Limited  
ABN 62 090 939 192  
Level 8  
56 Pitt Street  
Sydney NSW 2000

GPO Box 5483  
Sydney NSW 2001

Phone: 1800 182 257  
Fax: (02) 9238 0354  
Web: [www.360capital.com.au](http://www.360capital.com.au)

17 December 2010

<Name>  
<Address>

Dear Unitholder,

### **Becton Investment Management Limited – Change of ownership of responsible entity**

We are pleased to advise that on 16 December 2010, 360 Capital Property Group (“**360 Capital**”) acquired Becton Investment Management Limited (“**BIML**”). As a result of this acquisition, 360 Capital is now the owner of the responsible entity of the Becton Industrial Fund (“**Fund**”).

Early in the New Year, the name of the Fund will change to the 360 Capital Industrial Fund.

As a valued unitholder, we would like to introduce you to 360 Capital and assure you that we will do everything possible to deliver a smooth transition of the management of the Fund to 360 Capital.

360 Capital is a well-credentialed fund manager and property investment firm. The Board and senior management have extensive experience through their former roles at Mirvac, James Fielding, Paladin, and the Goodman Group. Should you wish to learn more, please visit our website at: [www.360capital.com.au](http://www.360capital.com.au).

### **Outlook**

The recent economic downturn has impacted commercial property values across the board and Australia markets are still adjusting. However, market evidence indicates that in many commercial property markets values have now reached or are approaching cyclical lows.

We appreciate that market conditions have resulted in difficulties for unitholders in number of Becton funds. We believe that under our management, many of the issues that have been impacting those funds will be addressed. 360 Capital’s core business is property funds management and our team has both the specialist experience and track record required to manage funds and trusts of this kind.

### **Fund update**

Pleasingly the values of properties in the Industrial Fund have stabilised. We are continuing leasing programs in particular at 500 Princess Highway, Noble Park and 310 Spearwood Avenue, Bibra Lakes to extract the best possible returns from the properties in the portfolio. Our focus in the short to medium term is to refinance the Fund’s debt facility with the National Australia Bank which matures in January 2011 and once that is done to reinstate distributions for unitholders.

As foreshadowed in our announcement of 6 October 2010, we have commenced a detailed review of each of the individual funds, reviewing the underlying sustainability, capital structure, property assets, financing arrangements, and financial forecasts for each fund. As part of the process we plan to hold unitholder briefings in March 2011 to report back to unitholders and seek feedback on 360 Capital’s strategy and plans. The briefings will provide unitholders with the opportunity to engage with management in an open and frank forum about the future of their investment.

### **What does the change of ownership mean for unitholders?**

As a unitholder, you can be confident in 360 Capital's property investment and management experience. 360 Capital offers unitholders:

- A debt free responsible entity
- Strong alignment of objectives – We, like you, will only prosper through improved Fund performance
- A specialist property funds management team with depth and varied property experience
- A track record of building and restoring unitholder wealth through a disciplined investment management based approach
- Proactive property asset management focused on maximising the net income of each individual property coupled with sound capital management to maximise unitholder returns, and
- A commitment to engage with unitholders and provide a high standard of detailed communications and service.

**What does this mean for your ownership in the Fund?**

Nothing. Only the ownership of the responsible entity that manages the Fund has changed. Your percentage ownership in the Fund remains the same. The Fund will continue to be managed in accordance with its constitution.

**What do you need to do?**

There is no need to do anything.

**Whom do you contact about your investment?**

360 Capital has taken over the investor services hotline: 1800 182 257 and can be reached by email on [investor.relations@360capital.com.au](mailto:investor.relations@360capital.com.au). Registries remains the registry services provider. You can continue to access information about your investment via the Investorserve service at [www.investorserve.com.au](http://www.investorserve.com.au).

For the interim, information about the Fund continues to be available on the following website: [www.bim.com.au](http://www.bim.com.au).

We look forward to working with and meeting you in early 2011 and will continue to keep you informed as we work on maximising the return from your investment.

Yours faithfully,



Tony Pitt  
Managing Director