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## APPLICABLE PRICING SUPPLEMENT

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*Out of the Ordinary*<sup>®</sup>



Property Fund Limited

### **INVESTEC PROPERTY FUND LIMITED**

*(Registration Number 2008/011366/06)*

*(Established and incorporated as a public company with limited liability in accordance with the laws of South Africa)*

### **Issue of ZAR85,000,000 Series IPF11 Tranche 1 Senior Unsecured Floating Rate Notes**

**due 15 October 2018 (IPF11)**

**Under its ZAR3,000,000,000 Domestic Medium Term Note Programme**

This document constitutes the Applicable Pricing Supplement relating to the issue of Notes described herein. Terms used herein shall be deemed to be defined as such for the purposes of the Terms and Conditions set forth in the Programme Memorandum dated on or about 5 April 2012, as amended. This Applicable Pricing Supplement must be read in conjunction with such Programme Memorandum. To the extent that there is any conflict or inconsistency between the contents of this Applicable Pricing Supplement and such Programme Memorandum, the provisions of this Applicable Pricing Supplement shall prevail. To the extent that certain provisions of the *pro forma* Pricing Supplement do not apply to the Notes described herein, they may be deleted in this Applicable Pricing Supplement or indicated to be not applicable.

Any capitalised terms not defined in this Applicable Pricing Supplement shall have the meanings assigned to them in the Terms and Conditions. References in this Applicable Pricing Supplement to the Terms and Conditions are to the section of the Programme Memorandum entitled "*Terms and Conditions of the Notes*". References to any Condition in this Applicable Pricing Supplement are to that Condition of the Terms and Conditions.

The Issuer accepts full responsibility for the accuracy of the information contained in the Programme Memorandum, the Applicable Pricing Supplement and the annual financial statements and any amendments to the annual financial statements or any supplements from time to time, except as otherwise stated therein. The Issuer certifies that, to the best of its knowledge and belief, there are no facts that have been omitted from the Programme Memorandum which would make any statement false or misleading and that all reasonable enquiries to ascertain such facts have been made and that the Programme Memorandum contains all information required by applicable law and, in relation to any Tranche of Notes listed on the Interest Rate Market of the JSE, the JSE Listings Requirements.

The Issuer, having made all reasonable enquiries, confirms that this Programme Memorandum, read together with each Applicable Pricing Supplement and the documents and information incorporated herein and therein by reference contains or incorporates all information which is material in the context of the issue and the offering of Notes, that the information contained or incorporated in this Programme

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Memorandum by reference, is true and accurate in all material respects and is not misleading, that the opinions and the intentions expressed in this Programme Memorandum, read together with the documents incorporated by reference, are honestly held and that there are no other facts the omission of which would make same misleading.

The JSE assumes no responsibility or liability of whatsoever nature for the correctness of any statements made or opinions expressed or information contained in or incorporated by reference into the Programme Memorandum or this Applicable Pricing Supplement. The admission of any Tranche of Notes to the list of debt securities maintained by the JSE and the listing of such Notes on the Interest Rate Market of the JSE is not to be taken as an indication of the merits of the Issuer or the Notes. The JSE assumes no responsibility or liability of whatsoever nature for the contents of this Programme Memorandum and any Applicable Pricing Supplement or any documents incorporated by reference into this Programme Memorandum and any Applicable Pricing Supplement, and the JSE makes no representation as to the accuracy or completeness of the Programme Memorandum or this Applicable Pricing Supplement, the annual financial statements or any other information incorporated by reference into the Programme Memorandum (as amended or restated from time to time). The JSE expressly disclaims any liability for any loss arising from or in reliance upon the whole or any part of this Programme Memorandum or this Applicable Pricing Supplement or the annual financial statements or any other information incorporated by reference into this Programme Memorandum (as amended or restated from time to time).

#### **DESCRIPTION OF THE NOTES**

1	Issuer	Investec Property Fund Limited
2	Status of Notes	Senior Unsecured
3	Nature of Security	N/A
4	(a) Tranche Number	1
	(b) Series Number	IPF11
5	Aggregate Principal Amount	ZAR85,000,000
6	Interest/Payment Basis	Floating Rate
7	Form of Notes	Uncertificated Notes
8	Automatic/Optional Conversion from one Interest/Payment Basis to another	N/A
9	Issue Date	15 October 2014
10	Business Centre	Johannesburg
11	Additional Business Centre	N/A
12	Specified Denomination	ZAR1,000,000
13	Issue Price	100 percent

14	Interest Commencement Date	15 October 2014
15	Redemption Date	15 October 2018
16	Specified Currency	Rand
17	Applicable Business Day Convention	Following Business Day
18	Calculation Agent	Investec Bank Limited
19	Specified office of the Calculation Agent	100 Grayston Drive, Sandown, Sandton, 2196
20	Paying Agent	Investec Bank Limited
21	Specified office of the Paying Agent	100 Grayston Drive, Sandown, Sandton, 2196
22	Transfer Agent	Investec Bank Limited
23	Specified office of the Transfer Agent	100 Grayston Drive, Sandown, Sandton, 2196
24	Settlement Agent	Nedbank Limited
25	Specified office of the Settlement Agent	c/o NIS Investor Services, 33 Hoofd Street, Forum IV, Braampark, Braamfontein, Johannesburg, 2100
26	Final Redemption Amount	ZAR85,000,000 (being 100% of the Aggregate Principal Amount)

#### **FIXED RATE NOTES**

27	(a) Fixed Interest Rate/s	N/A
	(b) Interest Payment Date/s	N/A
	(c) Initial Broken Amount	N/A
	(d) Final Broken Amount	N/A
	(e) Any other terms relating to the particular method of calculating interest	N/A

#### **FLOATING RATE NOTES**

28	(a) Interest Payment Date/s	15th day of January, April, July and October of each year up to the Redemption Date, or if such day is not a Business Day, the immediately succeeding day that is a Business Day
	(b) Interest Period/s	From, and including, the applicable Interest Payment Date and ending on, but excluding,

		the following Interest Payment Date, the first Interest Period commencing on 15 October 2014 and ending the day before the next Interest Payment Date
	(c) Definitions of Business Day (if different from that set out in Condition 1)	N/A
	(d) Minimum Interest Rate	N/A
	(e) Maximum Interest Rate	N/A
	(f) Other terms relating to the method of calculating interest (eg Day Count Fraction, rounding up provision, if different from Condition 7)	Actual/365
29	Manner in which the Interest Rate is to be determined	Screen Rate Determination
30	Margin	173 basis points per annum to be added to the Relevant Rate
31	If ISDA Determination:	
	(a) Floating Rate	N/A
	(b) Floating Rate Option	N/A
	(b) Designated Maturity	N/A
	(c) Reset Date/s	N/A
32	If Screen Determination:	
	(a) Reference Rate (including relevant period by reference to which the Interest Rate is to be calculated)	Three month JIBAR
	(b) Interest Determination Date/s	The first Business Day of each Interest Period
	(c) Relevant Screen Page and Reference Code	Reuters Screen SAFEY page under caption "Yield" as at approximately 11:00, Johannesburg time, on the relevant Interest Determination Date, rounded to the third decimal point
33	If Interest Rate to be calculated otherwise than by reference to 30 or 31 above, insert basis for determining Interest	N/A

Rate/Margin/Fall back provisions

- 34 If different from the Calculation Agent, agent responsible for calculating amount of principal and interest N/A

#### PROVISIONS REGARDING REDEMPTION/MATURITY

- 35 Issuer's Optional Redemption: No  
if yes:
- (a) Optional Redemption Date/s N/A
  - (b) Optional Redemption Amount/s and method, if any, of calculation of such amount/s N/A
  - (c) Minimum Period of Notice (if different to Condition 9.3) N/A
  - (d) If redeemable in part:
    - Minimum Redemption Amount/s N/A
    - Higher Redemption Amount/s N/A
  - (e) Other terms applicable on Redemption N/A
- 36 Redemption at the option of the Senior Noteholders: No
- 37 Early Redemption Amount/s payable on redemption for taxation reasons or on Event of Default At their Early Redemption Amount as set out in Condition 9.5

#### GENERAL

- 38 Additional selling restrictions N/A
- (a) International Securities Numbering (ISIN) ZAG000120460
  - (b) Stock Code IPF11
- 39 Financial Exchange JSE Limited
- 40 If syndicated, names of managers N/A
- 41 Method of Distribution Private Placement

42	Credit Rating assigned to the Notes as at the Issue Date	A-(ZA) Long Term National Scale ZAR Currency Credit Rating
	(a) Rating Agency	Global Credit Rating Co. Proprietary Limited
	(b) Date of issue of current Credit Rating	July 2014
	(c) Date of next expected Credit Rating review	July 2015
43	Governing law (if the laws of South Africa are not applicable)	N/A
44	Use of proceeds	The funds to be raised through the issue of Notes will be used by the Issuer for general business purposes
45	Last Day to Register	Before 17:00 on 9 January, 9 April, 9 July and 9 October in each year until the Redemption Date, which shall mean that the Register will be closed from the day following the Last Day to Register to the next Interest Payment Date
46	Books Closed Period	The Register will be closed from (and including) 10 January to (but excluding) 15 January, from (and including) 10 April to (but excluding) 15 April, from (and including) 10 July to (but excluding) 15 July and from (and including) 10 October to (but excluding) 15 October in each year until the Redemption Date
47	Stabilisation Manager (if any)	N/A
48	Other provisions	The following financial covenants shall be applicable in respect of the Notes issued pursuant to this Applicable Pricing Supplement:
	a)	The Issuer undertakes to, for so long as any Notes remain Outstanding, to maintain the following Ratios:
		<b>Ratios</b>
		Measured at an Issuer level:
	(i)	Interest Cover Ratio of at least 2 times;
	(ii)	Issuer Loan to Value Ratio, which may not exceed 50%;
	(iii)	Encumbered Assets to Value Ratio,

which may not exceed 70%,

Where:

**"Interest Cover Ratio"** means, at any time (and calculated semi-annually based on the audited financial year-end and interim consolidated financial statements of the Issuer), the ratio as expressed as follows:

Interest Cover Ratio = Y divided by X

Where:

Y = EBITDA (earnings before interest, tax, depreciation and amortisation) for that period;

X = Interest expense for that period.

**"Issuer Loan to Value Ratio"** means at any time (and calculated semi-annually based on the audited financial year-end and interim consolidated financial statements of the Issuer), the ratio as expressed as follows:

Issuer Loan to Value Ratio = A divided by V.

Where:

A = the interest bearing financial indebtedness of the Issuer; and

V = the amount of the most recent independent external market valuation or Director's valuation of all the immovable properties and other investments owned by the Issuer as set out in its latest audited financial year-end and interim consolidated financial statements.

**"Encumbered Assets to Value Ratio"** means, at any time (and calculated semi-annually based on the audited financial year-end and interim consolidated financial statements of the Issuer), the ratio as expressed as follows:

Encumbered Assets to Value Ratio = E divided by FV

Where:

E = the amount of the most recent independent external market valuation or

Director's valuation of all the immovable properties owned by the Issuer and other investments owned by the Issuer that are Encumbered, as set out in its latest audited financial year-end and interim consolidated financial statements;

FV = the amount of the most recent independent external market valuation or Director's valuation of all the immovable properties and other investments owned by the Issuer as set out in its latest audited financial year-end and interim consolidated financial statements.

b)

### **Redemption in the event of a Change of Control**

A "**Change of Control Event**" shall occur if at any time while any Note remains Outstanding:

- (i) a Change of Control occurs; and
- (ii) within the Change of Control Period and in respect of that Change of Control, a Rating Downgrade occurs in relation to the Issuer and/or the Programme and/or any Notes rated by the Rating Agency, as the case may be;

Promptly upon the Issuer becoming aware that a Change of Control Event has occurred, the Issuer shall give a notice to the Noteholders in accordance with Condition 17 specifying the nature of the Change of Control Event and the circumstances giving rise to it and the procedure for exercising the option contained in this Covenant.

If a Change of Control Event occurs at any time while any Note remains Outstanding, then provided the Noteholders have:

- (i) in terms of Condition 18 convened a meeting of Noteholders within 30 days of the notification set out above; and
- (ii) resolved in terms of Condition 18 by way of Extraordinary Resolution to require the redemption of the Notes of that Class of Noteholders in these circumstances,

the Issuer shall redeem all Notes held by that Class of Noteholders at its Early Redemption Amount together with accrued interest (if any) within 15 days of having received a



written notice from that Class of Noteholders to redeem such Note.

Such option shall be exercisable by a Class of Noteholders by the delivery of a written notice (a "**Change of Control Redemption Notice**") to the Issuer at its registered office within 60 days after receipt of a notice from the Issuer that a Change of Control Event has occurred, unless prior to the delivery by that Class of Noteholders of its Change of Control Redemption Notice the Issuer gives notice to redeem the Notes.

Where:

**"Acting in Concert"** means a group of persons who, pursuant to an agreement or understanding (whether formal or informal), actively co-operate, through the acquisition of shares in the Issuer by any of them, either directly or indirectly, to obtain or consolidate Control of the Issuer;

a "**Change of Control**" shall be deemed to have occurred at each time (whether or not approved by the senior management or board of directors of the Issuer) that any person ("**Relevant Person**") or person Acting in Concert or any person or persons acting on behalf of any such person(s), at any time directly or indirectly acquires Control of the Issuer, provided that a Change of Control shall not be deemed to have occurred if the shareholders of the Relevant Person are also, or immediately prior to the event which would otherwise constitute a Change of Control, were all of the shareholders of the Issuer;

**"Change of Control Period"** means, in relation to a Change of Control of the Issuer, the period commencing 60 days prior to such Change of Control and ending 60 days after such Change of Control;

**"Control"** of the Issuer means

- (i) the holding beneficially of more than 50% of the issued share capital of the Issuer (excluding any part of that issued share capital that carries no right to participate beyond a specified amount in a distribution of either profits or capital); or
- (ii) the power to cast, or control the casting of votes in respect of, such

number of the shares in the issued share capital of the Issuer carrying more than 50% of the total number of votes that may be cast at a general meeting of the members of the Issuer;

**"Investment Grade Rating"** means a national scale rating of **"BBB-**" by GCR or its equivalent for the time being, or better;

**"Rating Downgrade"** shall, in relation to the Issuer and/or the Programme and/or any Notes, as the case may be, be deemed to have occurred in respect of a Change of Control if within the Change of Control Period the rating previously assigned to the Issuer and/or the Programme and/or such Notes, as the case may be, by the Rating Agency is:

- (i) withdrawn; or
- (ii) changed from an Investment Grade Rating to a non-Investment Grade Rating; or
- (iii) in the case of a non-Investment Grade Rating, downgraded by the Rating Agency by one or more Rating Notches; and

**"Rating Notch"** means the difference between one rating and the rating immediately below it, for example, from **"BB+"** to **"BB"** by the Rating Agency or such similar lower or equivalent Rating.

c)

**Redemption in the event of a failure to maintain JSE Listing or Rating**

The Issuer shall, for so long as listed Notes remain Outstanding:

- (i) ensure that those Notes remain listed on the Interest Rate Market of the JSE (the **"JSE Listing"**); and
- (ii) maintain a rating in respect of the Issuer, the Notes or the Programme, as the case may be.

If a breach of the above undertakings occurs, then the Issuer shall within three Business Days of such breach and in accordance with Condition 17, give notice (the **"Issuer Event Notice"**) of such breach and the procedure for exercising the option set out below to the Noteholders.

Each Noteholder may within the period



ending 15 Business Days of receipt of the Issuer Event Notice (the "**Election Period**"), require the Issuer to redeem its Notes on:

- (i) the Interest Payment Date immediately following the Election Period; or
- (ii) if the Election Period expires within a Books Closed Period, the next Interest Payment Date falling after the Interest Payment Date at the end of the Election Period,

by delivery to the Issuer of a notice (the "**Noteholder Redemption Notice**") in accordance with Condition 17.

The Issuer shall, in accordance with the above, redeem the Notes relevant to each Noteholder Redemption Notice at the Early Redemption Amount pursuant to the provisions of Condition 9.2 and/or Condition 12, as set out in Condition 9.5.

49 Trade Type

Yield

#### **DISCLOSURE REQUIREMENTS IN TERMS OF PARAGRAPH 3(5) OF THE COMMERCIAL PAPER REGULATIONS**

At the date of this Applicable Pricing Supplement:

50 Paragraph 3(5)(a)

The ultimate borrower is the Issuer.

51 Paragraph 3(5)(b)

The Issuer is a going concern and can in all circumstances be reasonably expected to meet its commitments under the Notes.

52 Paragraph 3(5)(c)

The auditor of the Issuer is Ernst & Young Inc.

53 Paragraph 3(5)(d)

As at the date of this issue -

- (a) the Issuer currently has ZAR1,100,000,000 Notes in issue (excluding Notes issued under this Applicable Pricing Supplement); and
- (b) to the best of the Issuer's knowledge and belief, it is anticipated that the Issuer will issue ZAR220,000,000 Notes during its current financial year (including Notes issued under this Applicable Pricing Supplement).

54 Paragraph 3(5)(e)

Prospective investors in the Notes are to consider this Applicable Pricing Supplement, the Programme Memorandum and the documentation incorporated therein by reference in order to ascertain the nature of the financial and commercial risks of an investment in the Notes. In addition, prospective investors in the Notes are to consider the latest audited financial statements of the Issuer which are incorporated into the Programme Memorandum by reference and which may be requested from the Issuer.

55 Paragraph 3(5)(f)

There has been no material adverse change in the Issuer's financial position since the date of its last audited financial statements.

56 Paragraph 3(5)(g)

The Notes issued will be listed.

57 Paragraph 3(5)(h)

The funds to be raised through the issue of the Notes are to be used by the Issuer for general corporate purposes.

58 Paragraph 3(5)(i)

The Notes are unsecured.

59 Paragraph 3(5)(j)


Ernst & Young Inc, the auditor of the Issuer, has confirmed that nothing has come to its attention to indicate that this issue of Notes issued under the Programme will not comply in all respects with the relevant provisions of the Commercial Paper Regulations.

Application is hereby made to list this issue of Notes on 15 October 2014.

**SIGNED** at SANCTO this 13 day of OCTOBER 2014.


For and on behalf of

**INVESTEC PROPERTY FUND LIMITED**

  
Name: ANDREW WOOLER

Capacity: \*

who warrants his/her authority hereto

  
Name: J. Donald

Capacity:

who warrants his/her authority hereto