

Third Quarter 2017

## Quarterly Commentary

Ticker	Inv Manager or Sub-Advisor	Benchmark	Morningstar Category	Investment Objective
POSAX	Principal Real Estate Inv	FTSE EPRA/NAREIT Developed Index NR	Global Real Estate	Speciality - Real Estate

## Economic Overview

The global economic recovery that began in early 2016 appears to have reached self-sustaining velocity. The consensus now recognizes the evidence: strong industrial production, robust growth, and improved capital spending. Plus, business and consumer confidence is surging to high or record levels. Bank indices had better returns than the overall market. Mildly rising interest rates also suggest that investors appreciate some of the more recent worries (i.e., risks of deflation, political turmoil in Europe, or a China hard landing) have fallen significantly.

Economic sentiment in the Eurozone is within a whisker of a 17-year high. Confidence improved in every sector and country. Even Italian CEOs have the most optimistic outlook in a decade. The final survey of manufacturing purchasing managers was the highest in over six and a half years. The flash composite of service and manufacturing indices rose. Private demand is driving growth in both consumer spending and investment. In September, inflation stayed modest. Unemployment is falling and job gains are healthy. The 5.6% jobless rate in Germany is the lowest it's been since reunification in the early 1990s. Even Brexit fears can't keep the UK economy from expanding, or household spending from growing. Purchasing manager indices from the National Bureau of Statistics suggest that both manufacturing and service businesses are improving in China. The private-sector gauge from Caixin/Markit slipped a bit, but still shows growth. The People's Bank of China revealed a targeted cut in required reserves for banks that increase lending to small and very small enterprises, so while fiscal stimulus has faded some, there will be plenty of liquidity. Growth is not accelerating, but no near-term hard landing seems anywhere in sight. The U.S. economy has been strong and steady. Real economic growth averaged 2.2%, matching the rate over the entire expansion. Confidence is high, job growth is robust, and inflation is subdued. Profit growth is rebounding, and capital spending is picking up. We expect third-quarter growth to be cut a few tenths by the tragedies that came with Hurricanes Harvey, Irma, and Maria. Rebuilding efforts could add a bit to growth in following quarters.

As the synchronized global economic expansion continues robust and unabated, central banks are re-evaluating the extraordinary policies put in place after the financial crisis. Robust world growth, higher oil prices, and rising investor confidence in the self-sustaining expansion, pushed government bond yields higher, reversing their July-August dip.

## Real Estate

Both U.S. and global real estate investment trusts (REITs) ended positive for the quarter, underperforming the general equity indices but outperforming bonds. The MSCI World Index for global equities rallied to 4.84%, outperforming global real estate's FTSE EPRA NAREIT Developed NTR Index which rose 1.6% and the JPM Global Bond Index, which returned 0.3% in USD terms.<sup>1</sup> The MSCI US REIT Index increased 0.9% during the second quarter and lagged the S&P 500, which advanced to 4.48%. Real estate stocks performed similarly to bond indices such as the Barclay's US Aggregate Bond Index, which increased 0.9%.<sup>2</sup>

Strong corporate earnings out of the U.S. and China, resilient macroeconomic data particularly from China and Europe, and renewed optimism for U.S. tax reform buoyed markets despite higher odds for another rate hike by year end and rising geopolitical tensions. The Federal Reserve also announced its balance sheet normalization plan would begin at a measured pace in October, with negligible impact on markets. Long-term interest rates ended the quarter relatively unchanged despite some volatility in between.

## Performance Contributors

### Positive Contributors

#### During last quarter:

Stock selection contributed. The top three contributors were overweight to German residential, Deutsche Wohnen SE, Segro Plc, which was a beneficiary of the positive demand trends in industrials in addition to having an attractive, accelerating pipeline, and STORE Capital Corporation, which has recovered from the selloff in the previous quarter. Sector allocation also contributed.

#### During last 12 months:

The top three contributors were overweight to German residential, Deutsche Wohnen SE, Segro Plc, which was a beneficiary of the positive demand trends in industrials in addition to having an attractive, accelerating pipeline, and Equinix due to strong execution and industry-wide demand dynamics that remain strong.

### Negative Contributors

#### During last quarter:

Stock selection in U.S. office and apartments detracted. Overweight to Japanese developers detracted since the group sold off on a strengthening yen. The top three detractors were overweight to Mitsui Fudosan Co., allocation to Ltd, Japan Hotel REIT Investment Corporation in part due to rumors of China imposing curbs on group tours to Japan, and overweight to Physicians Realty Trust in part because of concerns around its tenant base grew, following the disclosure that a meaningful tenant had stopped paying rent because of financial difficulties.

#### During last 12 months:

The top three detractors were overweight to Simon Property Group, which was pressured by weak sentiment, driven by an increase in store closings and negative structural trends, lack of allocation to Digital Realty Trust, and overweight to Japan Retail Fund Investment Corporation.

#### Changes to the investment option's structure or portfolio:

No material changes occurred in the portfolio structure.

# Global Real Estate Securities Fund (A)

## Performance

*Investment results shown represent historical performance and do not guarantee future results. Investment returns and principal values fluctuate with changes in interest rates and other market conditions so the value, when redeemed may be worth more or less than original costs. Current performance may be lower or higher than the performance data shown. The gross fund expense figure does not reflect any waivers or caps on the mutual fund. Performance shown reflects the application of net expenses of the fund. For more performance information, including most recent month-end performance, visit [principalfunds.com](http://principalfunds.com), or contact your financial representative of The Principal.*

*In situations where the net and gross fund expense figures are different, the investment manager has contractually agreed to limit the investment option's expense. Differences may also be shown due to the investment manager choosing to pay certain expenses that would normally be payable by the fund. The gross fund expense figure does not reflect any waivers or caps on the mutual fund. Performance shown reflects the application of net expenses of the fund.*

Average Annual Total Returns (%) as of 09/30/2017	QTR	YTD	1 Year	3 Year	5 Year	10 Year	Since Inception	Inception Date	10/01/2007
Global Real Estate Securities Fund (A) (excl. sales charge)	2.57	9.32	2.30	6.30	7.44	-	2.74	Ext. Perf. Inc. Date	10/01/2007
Global Real Estate Securities Fund (A) (incl. sales charge)	-3.06	3.31	-3.36	4.33	6.24	-	2.16	Total Inv. Exp Gross	1.32
FTSE EPRA/NAREIT Developed Index NR	1.61	6.53	0.57	5.87	6.73	1.79	-	Total Inv Exp Net	1.32
Global Real Estate Category	2.49	10.00	3.66	5.62	6.66	1.49	-	Waiver Date	-
Morningstar Percentile Ranking	-	-	46	32	28	-	-	Contractual Cap Date	-
Total Funds in Category	243	239	233	184	151	87	-	Contingent Deferred Sales Charge	1.00
								Maximum Up-front Sales Charge	5.50

**Past performance is no guarantee of future results.** Market indices have been provided for comparison purposes only. They are unmanaged and do not reflect fees or expenses. Individuals cannot invest directly in an index.

# Global Real Estate Securities Fund (A)

## Statistics Summary as of 09/30/2017

	Risk and Return Statistics Summary						Upside/Downside Capture Ratio					
	Alpha	Beta	R2	Sharpe Ratio	Info Ratio	Std Dev	# of Months		Avg Returns %		Benchmark %	
							Up	Down	Up	Down	Up	Down
	3 Year						3 Year					
Global Real Estate Securities Fund (A)	0.39	1.01	97.57	0.55	0.24	11.78	22	14	2.74	-2.16	102.56	100.15
FTSE EPRA/NAREIT Developed Index NR	N/A	N/A	N/A	N/A	N/A	N/A	20	16	2.68	-2.15	100.00	100.00
	5 Year						5 Year					
Global Real Estate Securities Fund (A)	0.72	1.00	98.02	0.65	0.43	11.81	-	-	-	-	-	-
FTSE EPRA/NAREIT Developed Index NR	N/A	N/A	N/A	N/A	N/A	N/A	-	-	-	-	-	-

Risk and return statistical data is calculated by Morningstar, Inc. Please see Important Notes section for definitions of Risk and Return Statistics.

## Top Ten Holdings as of 08/31/2017

Security	Net Assets (%)
Simon Property Group Inc	4.21
Deutsche Wohnen SE	3.40
Essex Property Trust Inc	2.82
Mitsui Fudosan Co Ltd	2.70
AvalonBay Communities Inc	2.68
Prologis Inc	2.52
Sun Hung Kai Properties Ltd	2.20
Goodman Group	2.06
Dexus	2.04
Segro PLC	1.94
<b>Total % in Top 10</b>	<b>26.58</b>

## Global Real Estate Securities Fund (A)

Manager(s)	Start Date	Degree	Alma Mater
Simon Hedger	10/01/2007	M.B.A.	University of New England
Kelly D. Rush	10/01/2007	M.B.A.	University of Iowa
Anthony Kenkel	09/16/2010	M.B.A.	University of Chicago

### Fund Strategy

The investment seeks to generate a total return. Under normal circumstances, the fund invests at least 80% of its net assets, plus any borrowings for investment purposes, in equity securities of U.S. and non-U.S. companies principally engaged in the real estate industry at the time of purchase. For the fund's investment policies, a real estate company has at least 50% of its assets, income or profits derived from products or services related to the real estate industry.

### About Principal Real Estate Inv

Principal Real Estate Investors is the dedicated real estate asset manager for Principal Global Investors. Principal Real Estate Investors' capabilities include commercial mortgage-backed securities, real estate equity securities and a broad range of private market real estate equity and debt alternatives.

## Important Notes

**Investors should carefully consider a fund's investment objectives, risks, charges, and expenses prior to investing. A prospectus, or summary prospectus if available, containing this and other information can be obtained by contacting a financial professional, visiting [principalfunds.com](http://principalfunds.com), or calling 800-222-5852. Read the prospectus carefully before investing.**

The value of the investment options will fluctuate so that when redeemed, shares or units may be worth more or less than the original cost.

Returns shown for periods of less than one year are not annualized. All returns displayed here are after Total Investment Expense of the investment option. Any operating expenses of a mutual fund or underlying mutual fund that are part of net Total Investment Expense are obtained from the mutual fund's most recent prospectus. The operating expenses shown as part of the Total Investment Expense include voluntary expense limits and fee credit.

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The risks associated with derivative investments include that the underlying security, interest rate, market index, or other financial asset will not move in the direction the Investment Adviser and/or Sub-Adviser anticipated, the possibility that there may be no liquid secondary market, the risk that adverse price movements in an instrument can result in a loss substantially greater than a fund's initial investment, the possibility that the counterparty may fail to perform its obligations; and the inability to close out certain hedged positions to avoid adverse tax consequences.

Real Estate investment options are subject to investment and liquidity risk and other risks inherent in real estate such as those associated with general and local economic conditions. Property values can decline due to environmental and other reasons. In addition, fluctuation in interest rates can negatively impact the performance of real estate investment options.

International and global investment options are subject to additional risk due to fluctuating exchange rates, foreign accounting and financial policies, and other economic and political environments.

FTSE EPRA/NAREIT Developed Index NR is designed to represent general trends in eligible real estate equities worldwide.

Extended Performance Inception Date (Ext. Perf. Inc. Date) - Inception date of the oldest share class of the fund, or underlying fund of the Separate Account.

### About Principal Financial Group



The Principal Financial Group® (The Principal®) is a leading global financial company offering businesses, individuals and institutional clients a wide range of financial products and services. Our range of products and services includes retirement solutions, life and health insurance, wellness programs, and investment and banking products through our diverse family of financial services companies and national network of financial professionals.

## Important Notes

### **Risk and Return Statistics:**

**Alpha** - The difference between an investment's actual returns and its expected performance, given its level of risk (as measured by beta).

**Beta** - An investment's sensitivity to market movements.

**R-squared** - Ranges from 0 to 100 and reveals how closely an investment's returns track those of a benchmark index.

**Standard Deviation** - Measures how much an investment's returns are likely to fluctuate.

**Sharpe Ratio** - Measures how an investment balances risks and rewards. The higher the Sharpe ratio, the better the investment's historical risk-adjusted performance.

**Information Ratio** - A risk-adjusted measure commonly used to evaluate an active manager's involvement skill. It's defined as the manager's excess return divided by the variability or standard deviation of the excess return.

**Up-Market Capture Ratio** - A statistical measure of an investment option's performance relative to a comparative index in months in which that index has risen. An up-market capture ratio of greater than 100 would indicate that the investment option performed better than the comparative index during months in which the index had risen over a specified time period.

**Down-Market Capture Ratio** - A statistical measure of an investment option's performance relative to a comparative index in months in which that index has fallen. A down-market capture ratio of greater than 100 would indicate that the investment option performed worse than the comparative index during months in which the index had fallen over a specified time period.

\*Unless otherwise stated, all data from Bloomberg

<sup>1</sup>U.S. equities: Russell 3000 Index; U.S. mid-cap stocks: Russell Midcap Index; U.S. small-cap stocks: Russell 2000 Index; U.S. large-cap stocks: Russell 1000 Index; U.S. mid-cap growth stocks: Russell Midcap Growth Index; U.S. mid-cap value stocks: Russell Midcap Value Index; U.S. small-cap growth stocks: Russell 2000 Growth Index; U.S. small-cap value stocks: Russell 2000 Value Index; U.S. large-cap growth stocks: Russell 1000 Growth Index; U.S. large-cap value stocks: Russell 1000 Value Index.

<sup>2</sup>U.S. REITs: DJ US Select REIT TR USD; Global REITs: FTSE/EPRA NAREIT Developed Markets Index; international equities in developed markets: MSCI EAFE Index; international emerging markets: MSCI Emerging Markets Index.

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## Important Notes

<sup>3</sup>Federal Reserve Bank Federal Open Market Committee statement, released September 2017

This report is not complete unless all pages, as noted below, are included.

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