

## Portfolio Management

### Joel S. Beam

Managing Director,  
Senior Portfolio Manager  
26 Years Experience

## Fund Details

Share Class	Inception Date	Ticker	CUSIP
Investor	10/26/11	FFSLX	34987A178
Institutional	04/28/06	KIFYX	34987A160
Class A	03/30/01	KIFAX	34987A319
Class C	03/30/01	KIFCX	34987A293

**Advisor:** Forward Management, LLC

**Category:** Preferred Stock

**Benchmark:** ICE BofAML Fixed Rate Preferred Securities Index

**Dividend Frequency:** Quarterly

**Annual Portfolio Turnover:** 24%

**# of Holdings:** 64

**% Senior Securities (ex cash):** 69

**% Common Stock (ex-cash):** 31

**Net Assets:** \$460.01M

**Management Fee:** 0.75%

## Yield (%)

	Dividend Yield	30-Day SEC Yield	30-Day SEC Yield (Unsubsidized)
Investor	5.09	4.62	4.37
Institutional	5.44	5.00	4.75
Class A	5.04	4.30	4.06
Class C	4.52	3.98	3.73

Data as of 12/31/19. Past performance does not guarantee future results.

## Objective

The fund seeks high current income and potential for modest long-term growth of capital.

## Overview

The fund offers access to a professionally managed portfolio of preferred shares and senior securities that provide income-oriented investors an opportunity to own the preferred equity and bonds of public real estate companies at attractive yields.

- The fund also invests in high-yielding real estate investment trust (REIT) common stocks and may seek opportunities in small capitalization REITs, as well as utilize portfolio leverage in pursuit of its objectives. While the focus is on preferred/senior securities, the allocation may shift based on market conditions.
- The portfolio employs a rigorous, repeatable, bottom-up investment approach that incorporates both quantitative and qualitative analyses of companies' cash flow, assets and management to identify securities with the most risk-adjusted appreciation potential.
- The portfolio adjusts to changing market fundamentals through sector and geographic rotation, employs active stock selection and leverages the team's experience in real estate security portfolio management.

## Performance (%)

	Q4	YTD	1 YR	3 YR	5 YR	10 YR	Since Inception
Investor	0.71	18.18	18.18	3.04	4.23	-	7.77
Institutional	0.81	18.64	18.64	3.39	4.59	9.18	5.76
Class A @NAV*	0.70	18.12	18.12	3.02	4.19	8.78	8.09
Class A @ MOP**	-5.09	11.32	11.32	1.00	2.96	8.14	7.75
Class C @NAV†	0.58	17.51	17.51	2.36	3.57	8.11	7.35
Class C @MOP‡	-0.42	16.51	16.51	2.36	3.57	8.11	7.35
ICE BofAML Fixed Rate Preferred Securities Index	2.00	17.71	17.71	7.58	6.51	7.44	-

Returns for periods greater than one year are annualized.

\* Excludes sales charge.

\*\* Reflects effects of the fund's maximum sales charge of 5.75%.

† Excludes the effects of the 1% contingent deferred sales charge.

‡ Includes the effects of the 1% contingent deferred sales charge.

Total Annual Fund Operating Expenses by Share Class as of 05/01/19: Investor Class: 1.77%; Institutional Class: 1.42%; Class A: 1.82%; Class C: 2.37%. The fund's investment advisor is contractually obligated to waive 0.25% of the fund's management fee so that until April 30, 2020, the fund's management fee will be 0.75%. Additionally, under an expense limitation agreement, the investment advisor has contractually agreed to waive its management fee and/or reimburse or pay operating expenses of the fund to the extent necessary to maintain the fund's total operating expenses at 1.50% for Investor Class, 1.15% for Institutional Class, 1.55% for Class A and 2.10% for Class C shares, excluding certain expenses, such as taxes, brokerage commissions, interest, short dividend expense, any acquired fund fees and expenses, litigation and extraordinary expenses.

This expense limitation agreement expires on April 30, 2020, and may only be modified or terminated by a majority vote of the independent trustees. The advisor is permitted to recover waived expenses for a period of up to three years.

*The performance quoted represents past performance, does not guarantee future results and current performance may be lower or higher than the data quoted. The investment return and principal value of an investment will fluctuate so that shares, when redeemed, may be worth more or less than their original cost. Performance data current to the most recent month-end may be obtained at [www.salientfunds.com](http://www.salientfunds.com). Investment performance may reflect fee waivers in effect. In the absence of fee waivers, total return would be lower. Total return is based on NAV, assuming reinvestment of all distributions. Performance does not reflect the deduction of taxes that a shareholder would pay on fund distributions or the redemption of fund shares.*

The ICE index data referenced herein is the property of ICE Data Indices, LLC, its affiliates ("ICE Data") and/or its ThirdParty Suppliers and has been licensed for use by Forward Management, LLC. ICE Data and its Third-Party Suppliers accept no liability in connection with its use. See website for a full copy of the Disclaimer.

## Calendar Year Performance (% at NAV)

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Investor	-	-	19.23	4.33	16.75	-1.09	13.66	1.44	-8.74	18.18
Institutional	26.74	3.31	19.66	4.71	17.16	-0.75	14.09	1.84	-8.52	18.64
Class A	26.41	3.09	19.22	4.26	16.72	-1.12	13.56	1.46	-8.78	18.12
Class C	25.46	2.29	18.47	3.68	16.07	-1.67	12.96	0.87	-9.51	17.51
ICE BofAML Fixed Rate Preferred Securities Index	13.66	4.11	13.59	-3.65	15.44	7.57	2.32	10.58	-4.34	17.71

## Top 10 Holdings (%)

	% of Net Assets
Farmland Partners, Inc. (Preferred Stock)	3.60
Lexington Realty Trust (Preferred Stock)	3.59
RLJ Lodging Trust (Preferred Stock)	3.50
UMH Properties, Inc. (Preferred Stock)	3.41
RPT Realty (Preferred Stock)	3.20
Chatham Lodging Trust (Common Stock)	2.90
Consolidated-Tomoka Land Co., Sr. Unsec. Notes (Convertible Corporate Bond)	2.83
iStar Financial, Inc. (Preferred Stock)	2.77
National Storage Affiliates Trust (Preferred Stock)	2.60
Sabra Health Care REIT, Inc. (Common Stock)	2.44

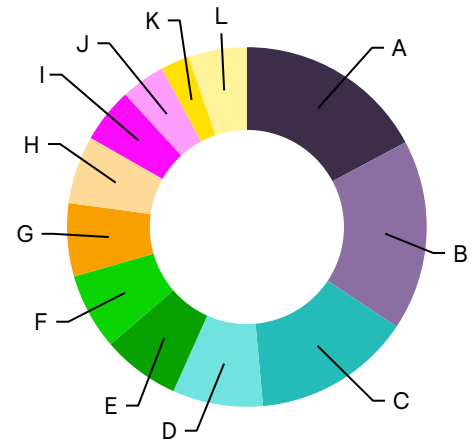
These holdings may not reflect the current or future positions in the portfolio.

## Risk Characteristics

	Fund	Benchmark
Beta	0.80	1.00
Correlation	0.66	1.00
Standard Deviation	14.98	12.42

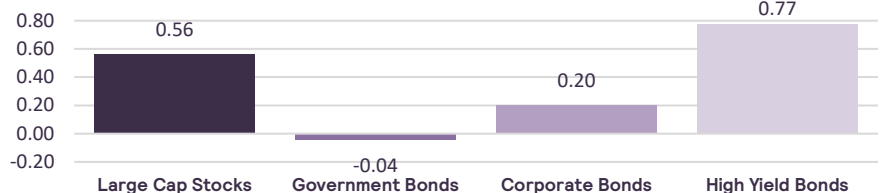
## Property Sector Diversification (% of net assets, ex-cash, ex-ETFs)

- A Hotels 17.19%
- B Retail 17.15%
- C Diversified 14.23%
- D Specialized 8.13%
- E Health Care 6.99%
- F Mortgage 6.87%
- G Industrial 6.57%
- H Residential 6.12%
- I Storage 4.94%
- J Warehouse/Industrial 3.98%
- K Apartments 2.58%
- L Other 5.25%



These allocations may not reflect the current or future positions in the portfolio. Percentages may not add to 100% due to rounding.

## Asset Class Correlation



Source: Morningstar. Data since fund inception (03/30/01 through 12/31/19).

Large Cap Stocks-S&P 500 Index; Government Bonds-Bloomberg Barclays U.S. Treasury Bond Index; Corporate Bonds-Citi U.S. BIG Bond Index; High Yield Bonds-ICE BofAML U.S. High Yield Master II Index

You should consider the investment objectives, risks, charges and expenses of the Salient Funds carefully before investing. For distribution when preceded or accompanied by a currently effective prospectus.

### RISKS

There are risks involved with investing, including loss of principal. Past performance does not guarantee future results, share prices will fluctuate and you may have a gain or loss when you redeem shares.

Borrowing for investment purposes creates leverage, which can increase the risk and volatility of a fund.

Concentration in a particular industry will involve a greater degree of risk than a more diversified portfolio.

Debt securities are subject to interest rate risk. If interest rates increase, the value of debt securities generally declines. Debt securities with longer durations tend to be more sensitive to changes in interest rates and more volatile than securities with shorter durations.

Derivative instruments involve risks different from those associated with investing directly in securities and may cause, among other things, increased volatility and transaction costs or a fund to lose more than the amount invested.

Investing in lower-rated ("high yield") debt securities involves special risks in addition to those associated with investments in higher-rated debt securities, including a high degree of credit risk.

Mortgage and asset-backed securities are debt instruments that are secured by interests in pools of mortgage loans or other financial instruments. Mortgage-backed securities are subject to, among other things, prepayment and extension risks.

Investing in the real estate industry or in real estate-related securities involves the risks associated with direct ownership

of real estate which include, among other things, changes in economic conditions (e.g., interest rates), the macro real estate development market, government intervention (e.g., property taxes) or environmental disasters. These risks may also affect the value of equities that service the real estate sector.

Short selling involves additional investment risks and transaction costs, and creates leverage, which can increase the risk and volatility of a fund.

Investing in smaller companies generally will present greater investment risks, including greater price volatility, greater sensitivity to changing economic conditions and less liquidity than investing in larger, more mature companies.

Bloomberg Barclays U.S. Treasury Bond Index measures the public obligations of the U.S. Treasury with a remaining maturity of one year or more.

Citi U.S. Broad Investment-Grade Bond Index is an unmanaged index generally representative of the performance of investment-grade corporate and U.S. government bonds.

ICE BofAML Fixed Rate Preferred Securities Index is a capitalization-weighted index of preferred stock issues that is generally representative of the market for preferred securities.

ICE BofAML U.S. High Yield Master II Index tracks the performance of below-investment grade U.S. dollar-denominated corporate bonds issued in the U.S. domestic market.

S&P 500 Index is an unmanaged index of 500 common stocks chosen to reflect the industries in the U.S. economy.

One cannot invest directly in an index.

30-Day SEC Yield is a standardized calculation adopted by the SEC based on a 30-day period that helps investors compare funds using a consistent method of calculating yield.

30-Day SEC Yield (Unsubsidized) is a standardized calculation adopted by the SEC based on a 30-day period that helps investors compare funds using a consistent method of calculating yield. It excludes expense waivers and reimbursements.

Beta is a measure of risk that shows a fund's volatility relative to its benchmark index.

Cash flow measures the cash generating capability of a company by adding non-cash charges (e.g., depreciation) and interest expense to pretax income.

Correlation is a statistical measure of the interdependence of two random variables that range in value from -1 to +1, indicating perfect negative correlation at -1, absence of correlation at zero and perfect positive correlation at +1.

Dividend yield is a financial ratio that shows how much a company pays out in dividends each year relative to its share price.

Standard deviation measures the degree to which a fund's return varies from its previous returns or from the average of all similar funds.

Salient is the trade name for Salient Partners, L.P., which together with its subsidiaries provides asset management and advisory services.

Forward Management (d/b/a Salient) is the investment advisor to the Salient Funds.

The Salient Funds offered under the Forward Funds Trust are distributed by Forward Securities, LLC.

4Q2019 FSD003183 043020